

BUSINESS

ONE TEAM ONE VISION ONE VOICE

FEBRUARY 2008

FOCUS

Bluegrass Works Summit
March 11, 2008

Featured Keynote

LIBBY SARTAIN

CHIEF PEOPLE OFFICER OF **YAHOO!**



ANTHEM

Presents

[Shift Happens.]

Drive *It.*

MORE ON PAGE 6

MARCH ISSUE: *Photos and Recap of 2008 Annual Dinner*

www.commercelexington.com

A PUBLICATION OF



UPCOMING EVENTS:

PRESENTED BY:



ENTREPRENEURS RECEPTION presented by First Federal Bank

Thursday, February 21, 5:30-7:30 p.m.
Location: Griffin Gate Marriott Resort & Spa (Newtown Pike)
Cost: \$25 members, \$35 non-members
- SEE PAGE 8

PRESENTED BY:



BREAKFAST CLUB presented by Greenebaum, Doll & McDonald, PLLC

Wednesday, February 20, 8-9:30 a.m.
Location: ArtsPlace (161 North Mill Street)
Cost: \$25 per person (CLX members only).
- SEE PAGE 10

[Shift Happens.]
Drive It.

BUSINESS FOCUS

FEBRUARY 2008: VOLUME XVI, ISSUE II

INSIDE THIS ISSUE

PUBLIC POLICY:

Budget is polarizing issue in General Assembly 3

ECONOMIC DEVELOPMENT:

Economic Development News & Notes 4-5

Bluegrass Works Summit is March 11th 6

Minority Business Development News 7

EVENTS:

Entrepreneurs Reception features jockey Steve Cauthen 8

ABDick-KopyKat Inc., Selma's Catering sponsor Business Link 8

Resource Roundtable events are Feb. 12 & March 11 9

Breakfast Club: How the Arts Benefit Business 10

New Member Reception is March 5 11

GET INVOLVED:

MEMBERS IN-BRIEF 9, 14, 18

New Commerce Lexington Inc. Members 12

Member Spotlight: Sharpe Resources 15

Leadership Development programs 16-17

Climbing the Corporate Ladder 19

Business Focus is published once a month for a total of 12 issues per year by Commerce Lexington Inc., P.O. Box 1968, Lexington, KY 40588-1968.

2008 Chair of the Board:
Ann McBrayer, Kentucky Eagle Beer

Publisher:
Robert L. Quick, CCE, *President @ CEO*
Commerce Lexington Inc.

Editor: Mark E. Turner
Communications Specialist: Elizabeth Bennett
Printing: Post Printing
Mail Service: MailPro

Subscriptions are available for \$12 and are included as a direct benefit of Commerce Lexington Inc. membership. **Business Focus** (USPS 012-337) periodical postage paid at Lexington, Kentucky.

POSTMASTER: Send address corrections to Business Focus, Commerce Lexington Inc., P.O. Box 1968, Lexington, KY 40588-1968.

For **DISPLAY RATES** in Business Focus, call (859) 226-1606 or e-mail to mturner@CommerceLexington.com.

MEMBERS-IN-BRIEF

Commerce Lexington Inc.'s Business Focus magazine accepts Member News in the form of promotions, awards and recognitions, expansions, new locations and/or appointments, mergers. Submit news by February 10 for the March 2008 issue to mturner@CommerceLexington.com. Information is published *only as space permits*.

CONTACT US

For questions or comments about Business Focus, contact Mark E. Turner at (859) 226-1606 or mturner@CommerceLexington.com or Liz Bennett at (859) 226-1615 or lbennett@CommerceLexington.com.



State budget is polarizing issue as 2008 Legislative Session gets underway

SUBMITTED BY: Chad Harpole | Vice President, Public Policy

The 2008 Session has started off with a focus on the state's biennium budget. At press time, Governor Steve Beshear had just moved over \$28 million in discretionary spending in the state parks to help fund the indoor arena that is vital to the 2010 FEI World Equestrian Games success. One of Central Kentucky's top priorities was ensuring this project would be completed on time, and Governor Beshear recognized this and made the project possible.

We look forward to working with the Governor's Office and the General Assembly on the remaining projects, such as Bluegrass Airport's runway extension, fully funding the University of Kentucky's Top-20 Plan, building the Livestock Diagnostic Center and the Newtown Pike Extension Project.

Another key piece of legislation that is important to Central Kentucky is Senate President David Williams' Senate Bill 7. This bill would allow for the establishment of local infrastructure authorities to be created to pay for "mega" transportation projects like the Henderson, Louisville and Northern Kentucky Ohio River Bridge projects without relying on existing road fund

dollars. While Central Kentucky at this time does not have a need for a "mega" bridge, we do have bridges like the Clays Ferry Bridge that need to be maintained and road projects like the US 27 to I-75 corridor that need to be built.

The "mega" projects would be funded through local user fees such as tolls. Under current law and funding mechanism, the Louisville Bridges project would take up nearly 50-percent of the available state road fund dollars - leaving the rest of the Commonwealth with significantly less funds for local improvements. These improvements include paving roads, putting up new traffic signals, safety improvements, etc. That is why Senate Bill 7 is so critical for Central Kentucky and must be passed this session.

--> **Find out what bills Commerce Lexington is tracking during the 2008 Session. Visit [www.Commerce Lexington.com](http://www.CommerceLexington.com), and click on Public Policy.**



Commerce Lexington Inc. Public Policy Council Chair Nancy Wiser of Wiser, Hemlepp & Associates testified before the Senate Education Committee in mid-January. (LRC Photo)



Need a NEW photograph?

\$25 OFF
Executive & Business Services
expires 5-31-08

- Newspaper Ads
- Web Sites
- Portrait Business Cards
- Trade Publications

Holifield
Photography

171 Moore Dr. Lexington KY 40503 (859) 276-2040 www.HolifieldPhotography.com

Lexington Venture Club recognizes those “Who Got the Money” in 2007

This year's annual “Who Got the Money” reception was a great success! On January 24 at the Coldstream Center, the Lexington Venture Club celebrated fifty-five early-stage companies that had received funding and created jobs in 2007. Highlights of their performance are as follows:

- ▣ Received over \$64 million in funding, a 82% increase over 2006;
- ▣ Employed 422 people...344 full-time and 78 part-time;
- ▣ Hired 162 people in 2007...123 full-time and 39 part-time;
- ▣ Paid an average salary of \$61,038 to the full-time employees;
- ▣ Produced revenues of \$32,128,799, a 118-percent increase over 2006.

The results for 2007 were record breaking! We are honored to recognize these entrepreneurs, which are the catalysts for growing new businesses and jobs that form the basis for a knowledge-based economy in our region.

Our keynote speaker, Mr. Dan Kloiber, Chief Technology Officer and Co-founder of Exstream Software, spoke to the group about entrepreneurialism and the phenomenal growth of his company. Dr. Lee Todd, an advocate for an entrepreneurial and high-tech economy in Kentucky, also addressed the group.

The next Lexington Venture Club will be **Wednesday, March 26** from 11:30 a.m. to 1:30 p.m. at the Crowne Plaza on Harrodsburg Road. To RSVP, please contact Stacy Lackey at 859-225-5005 or slackey@commercelexington.com.



Exstream Software's Dan Kloiber (left) and Davis Marksburly during the Lexington Venture Club's “Who Got the Money” reception on January 24 at Coldstream Center.

Those “Who Got the Money” in 2007

- | | | |
|------------------------------|-------------------------|------------------------------|
| Acumantra Solutions, Inc. | Four Tigers | Quanteon |
| Adaptive Intelligent Systems | Fresh Flavors | Scout Diagnostics |
| Advanced Dynamics | Intranasal Therapeutics | Sfenity Software Development |
| Agri-Grow Technologies | Kentucky Wool Society | - aka Book Exchange |
| Alkymos | Knight-ED | SinglePipe Communications |
| AllTranz | LevTech | Sisters of Invention |
| Allylix | Lightworks New Media | SpeedBeam Wireless |
| ALT BioScience | Medmovie.com | StatTech |
| API | Mersive Technologies | Super Natural Cosmetics |
| Artemetrx | Murty Pharmaceuticals | TC Motions |
| Biological Prospects | Nano-Mite | The Academic Edge |
| Buswell Energy | Naprogenix | Topasol |
| Coldstream Labs | Neathery Technologies | TranSecurity Systems |
| customKYnetics | Neocytex | Tribo Flow Separations |
| Delta Group | OASIS | VBS Software |
| Done in Sixty Seconds | Oraceuticals | VeBridge |
| EAS | Outrider Technologies | Vorhees & Co. |
| ECM Biosciences | ParaTechs | Yaupon Therapeutics |
| Evo-Organic | Phyllotech | |

STATISTIC OF THE MONTH: Lexington Third-Best for Men to Live

The December 2007 edition of *Men's Health Living* named Lexington the third-best place in the country for a man to live. The study took into consideration factors such as fitness facility availability, air quality, household income, cost of living, and the ratio of guys to girls among other items.

BEST PLACES IN THE U.S. FOR MEN

1. Madison, Wisconsin
2. Burlington, Vermont
3. **Lexington, Kentucky**
4. Fargo, North Dakota
5. Sioux Falls, South Dakota



For more area economic data, visit www.CommerceLexington.com or contact our Research Department at (859) 226-1604.

Strides Ahead Update

We are quickly approaching our goal for the One Team One Vision 2 campaign. We would like to thank all our investors for their commitment to Commerce Lexington Inc.'s economic development efforts.

One Team One Vision 2 Investors to Date (01-26-08)

ACS

Adecco of Central Kentucky

Apex Realty

Amazon.com

American Founders Bank

Atchison-Heller Construction Co.

Audio Authority

Bank of the Bluegrass & Trust Co

BB&T

Belcan

Blue Grass Community Foundation

Bluegrass Family Health

Brett Construction Company

Caller Properties, LLC

Central Baptist Hospital

Central Bank & Trust Co.

Ceradyne

Coleman Group

Columbia Gas of Kentucky

Clay Ingels Company

Community Trust Bank

Congleton-Hacker Co.

Crowe Chizek

Davis and Plomin Mechanical

Dean, Dorton & Ford

Denham-Blythe Company, Inc.

Dinsmore & Shohl LLP

E.On US - Kentucky Utilities

EA Partners

EHI Consultants

Employment Solutions

Exstream Software

Fifth Third Bank

Forcht Companies

The Gibson Company

Greenebaum, Doll & McDonald PLLC

Harman Property Management Services, Inc.

Hayden Company

Haymaker/Bean Commercial Real Estate

Hilliard Lyons

Hisle & Company

Humana - Kentucky

Isaac Commercial Properties, Inc.

JP Morgan Chase

KABA MAS

Kaufmann Properties

Keeneland Association, Inc.

Kentucky Blood Center

Kentucky Eagle Beer, Inc.

Kentucky River Properties

Kentucky Thoroughbred Association

Kentucky-American Water

KITO USA

Lane Consultants, Inc.

Langley Properties Company

LBX Company LLC

Lexington Center Corporation

Lexington Clinic

Lexington Herald-Leader

Lexington Industrial Foundation

Lexington Real Estate Company

Lexington-Bluegrass Association of Realtors

Lexmark International, Inc

Linkbelt

Meridian Communications

Messer Construction

Mid-American Chemical Supply Co.

Mill Ridge Farm, LTD

Mountjoy & Bressler, LLP

National City Bank, Kentucky

Potter & Company

PriceWaterhouseCoopers, LLP

Ray, Foley, Hensley & Company, PLLC

Republic Bank & Trust Co.

Rising Star, Inc. (DBA McDonald's)

RJ Corman Railroad

Saint Joseph HealthCare, Inc.

Smucker's, Inc.

Software Information Systems

Stoll Keenon Ogden, PLLC

Thomas and King, Inc.

Traditional Bank

University of Kentucky

UK Healthcare

UK Office of Commercialization and

Economic Development

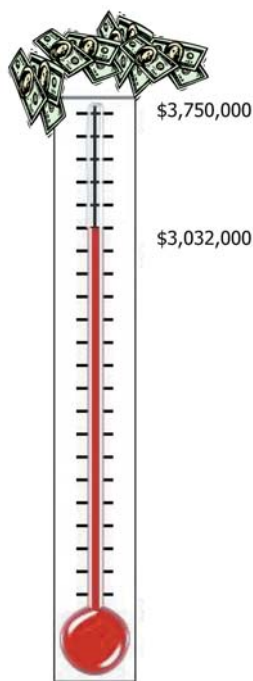
Webasto Roof Systems Inc.

Windstream

WKYT-TV

WLEX Communications, LLC

WT Young, LLC



ECONOMIC DEVELOPMENT NEWS TO USE

Medical Device & Manufacturing Tradeshow

The economic development team participated in the Medical Device & Manufacturing Tradeshow in January with the E.ON US economic development team and several other Kentucky communities in Anaheim. Commerce Lexington has participated in the tradeshow for many years. Because of the number of tradeshows housed at the Anaheim Convention Center in addition to the medical device tradeshow, the show is a very useful marketing and recruitment tool. The other tradeshows include: Plastec, West Pack, Automation Technology Expo, Pacific Design & Manufacturing, and Electronics West. While in Anaheim, the team visited J.R. Miller & Associates, an engineering and architectural firm, that opened a design center in Lexington last year.

E.ON - U.S. Networking Event

Commerce Lexington once again partnered with E.ON-US for their annual "Networks to Opportunities" event in Atlanta in January. This is a great event to participate in because of the opportunity to meet premier site selection consultants in Atlanta, as well as strengthen our existing relationships. Lexington, as well as other Kentucky communities, was able to market our region and share the exciting initiatives happening in Lexington. We appreciate E.ON's commitment to hosting events such as these to showcase Kentucky.

BY THE NUMBERS:

In 2008, Commerce Lexington's Economic Development Division responded to calls from the following:

New Business: 6 new prospects interested in finding a new location or expanding operations;

Existing Clients & Local Entrepreneurial Companies: 1 companies with potential expansions in Lexington;

Client Visits: 1.

Existing Business Visits: 2.

--> **View a 2007 New and Expanding Business List on-line at [www.Commerce Lexington.com](http://www.CommerceLexington.com), and then click on Economic Development.**

WORKFORCE DEVELOPMENT

MARK YOUR CALENDARS!

Anthem presents Bluegrass Works Summit: *Shift Happens. Drive It.*

PRESENTED BY:



HOSTED BY:



IN PARTNERSHIP WITH:



A Commerce Lexington Inc. Affiliate

PLATINUM SPONSORS:

Bluegrass Society for Human Resources Management

Kentucky Utilities Co. - An E.ON Company

University of Kentucky Office of Economic Development

GOLD SPONSORS:

Adecco of Central Kentucky
Eckman/Freeman & Associates
Hanna Resource Group
ITN-Bluegrass

SILVER SPONSORS:

Bowles Rice McDavid Graff & Love LLP
Business Lexington
CJ Hughes Construction Co., Inc.
EKU-Continuing Education & Outreach
Express Personnel Services
Opportunity for Work & Learning (OWL)
Wombles Charters

Don't miss the most interesting and invigorating program yet focusing on technology and change and how they relate to education, human relations and workforce issues. Join area CEOs, managers, business owners, human resources professionals, educators and others concerned with workforce, technology and employment issues.

Anthem presents the Third Annual Bluegrass Works Summit: *Shift Happens. Drive It.* - on **Tuesday, March 11**, from 8:00 a.m. to 4:30 p.m. at Georgetown College's Thomas & King Leadership Conference Center (100 Stadium Drive).

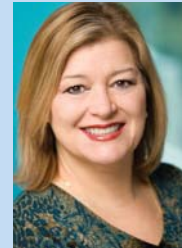


TO REGISTER:

Register on-line at www.bgshrm.org and click on **Upcoming Events.** The cost is \$75 per person until March 3, and \$115 after March 3.

KEYNOTE LUNCHEON ADDRESS:
“Driving the Shift in Cultural Change isn't just Happenstance”

Featuring **Libby Sartain**
Chief People Officer of **YAHOO!**



And, you won't want to miss, **“Are We There Yet? Virtually...”** by **Dr. James Bower**, President, Numedeon Corp. & world-renowned neurocomputational biologist, University of Texas-Houston, will be joining us from Spain in the parallel universe of Whyville.net, a powerful example of on-line tools that can fuel kids' (and adults') imagination and desire to learn.

QUESTIONS?

Contact **Pamela Trautner**, Executive Director of the Partnership for Workforce Development at ptrautner@CommerceLexington.com or (859) 226-1624.

OTHER SESSIONS TO INCLUDE:

- > **In the Eye of the Storm: Confronting Kentucky's Looming Workforce Crisis**
- > **Group Training...Individually**
- > **Politics 101: Making Shift Happen**
- > **Workplace Flexibility: Benefits for Business & Employees**
- > **Skill Shift: A Tale of Two Companies**
- > **Where in the World Did Work Ethic Go?**
- > **Need Training? Got Funding?**
- > **Selling Your Company to Employees, Customers & Recruits without Selling Your Soul**

WHO SHOULD ATTEND THIS EVENT?

CEO'S: Human capital is your biggest asset. Make sure you invest in initiatives and technology that positively impacts your employees.

BUSINESS OWNERS: It's your company. Do you have the information you need to make the best decisions regarding the future of the business and your employees?

GOVERNMENT/CIVIC LEADERS: Your decisions play an important role in the overall business and education environment.

MANAGEMENT PERSONNEL AND HUMAN RESOURCES PROFESSIONALS: You are the connecting force. Learn about tools, initiatives and trends.

EDUCATORS: You are teaching the future workforce. Interact with business to better understand how students need to be prepared to succeed.

COMMUNITY & MINORITY BUSINESS DEVELOPMENT

FastTrac® Listening to Your Business class helps small business owners work ON their business rather than just IN it

Commerce Lexington Inc. is offering **FastTrac® Listening to Your Business™** to meet the needs of its small, minority-owned business members that have firms that are at least 3 -to- 5-years old. These programs promote the growth and sustainability of our members' businesses.

FastTrac Listening to Your Business is a half-day program that provides entrepreneurs with the opportunity to take the time to work **ON** your business and not just **IN** it. Listening to Your Business is a hands-on, facilitated workshop designed to provide entrepreneurs and business managers with the critical evaluation tools and action steps needed to maximize the growth and profitability of their businesses.



- Taking a business snapshot
- Setting a three-year vision
- Evaluating the planning process
- Translating goals into an action plan

Many entrepreneurs attend Listening to Your Business to understand the basics of using a vision for the future and plan their growth to attain their goals.

For more information about this class, visit www.tktandassociates.com/fasttrac.

SCHOLARSHIP OPPORTUNITIES AVAILABLE

Commerce Lexington offers scholarship opportunities for qualified businesses. Please contact Stacy Lackey at (859) 225-5005 or slackey@CommerceLexington.com to inquire about these opportunities.

NOTE: FastTrac® GrowthVenture™ and Listening to Your Business™ are registered trademarks of the Kauffman Foundation for Entrepreneurship.

Winburn's Boyz 2 Men Program Developing Future Leaders

A CALL TO ACTION:

Commerce Lexington Inc. encourages your support for this valuable program

A positive change for young men is underway at Winburn Middle School, and it is due to an initiative called the **Boyz 2 Men** program. Started in 2007, the program's mission is "empowering our young men to succeed." Winburn's Youth Services Coordinator, Mrs. TC Johnson started a girls program and due to its success, an expansion to a boys program was initiated.

Focused on cultivating lasting mentorships, positive males such as community leaders, retirees, volunteers, and businessmen with a desire to work with middle school students are encouraged to participate with the program. Volunteers must complete the Fayette County Public School's volunteer application annually in order to participate.

PTSA President and local businessman, **Tim Booth** of the **Booth Agency**, an Allstate Insurance Agency is actively involved in, and highly optimistic about the Boyz 2 Men program. According to Booth, there are three options for participation: **before school program**, **after-school program**, and **ongoing mentorship**. The before school program runs from 8 a.m. - 8:45 a.m. twice a week. The after school program runs from 4 p.m. - 5 p.m. twice a week. However, any amount of time is greatly appreciated.

The mentorship, which requires more of a time commitment, requires someone who wants to make a significant impact on a young man's life. There would be a luncheon once a month, a Saturday once a quarter for team-building, self-esteem or personal growth activities, after-school once

a month, and a Saturday once a quarter for community outreach activities in which the young men are taught to give back.

Consolidated Baptist Church has partnered with Winburn Middle School and actively participates with the young men in the program, participating in both before and after-school activities.

While time is the ultimate sacrifice, funding is also needed to keep the program actively running. Approximately \$100 per student is needed to cover program costs. For questions about becoming a volunteer or to donate, contact **Tim Booth** at (859) 806-2176 or **TC Johnson** at (859) 381-3970.

EVITA
SHE SEDUCED A NATION
Lyrics by TIM RICE Music by ANDREW LLOYD WEBBER

The Lexington Opera House
Call (859) 233-3535
Or Any Ticketmaster Outlet

Fri. Feb. 15 8 PM
Sat. Feb. 16 2 & 8 PM
Sun. Feb. 17 2 PM

2007 - 2008 SEASON
BROADWAY AT THE OPERA HOUSE
HERALD-LEADER
Thomas & King

Former jockey turned small business owner, Steve Cauthen, to speak at February 21 Entrepreneurs Reception

Many people might not think of a jockey as an entrepreneur, but 1978 Triple Crown winning jockey Steve Cauthen is just that. The Hall of Fame jockey will be the featured speaker at Commerce Lexington Inc.'s annual **Entrepreneurs Reception presented by First Federal Bank** on Thursday, February 21, from 5:30-7:30 p.m., at the Griffin Gate Marriott Resort & Spa (Newtown Pike).

Cauthen decided he wanted to be a jockey as a teenager and rode in his first race on May 12, 1976. He went on to earn a River Downs track record by riding 94 winners in only 50 days. In 1977, Cauthen earned a record \$6.1 million in purses. A little over two years after his very first race, he rode Affirmed to the winner's circle at the Kentucky Derby, Preakness, and Belmont, becoming the youngest jockey to win the Triple Crown and the only one since.

Cauthen spent much of the 1980's riding in England and was English champion in 1984, 1985, and 1987. After retiring at age thirty-three, he started a breeding farm and training center in Northern Kentucky. Today, he serves on the board of the recently established North American Racing Academy, which is the first horse racing academy in the U.S. and developed in partnership with the Kentucky Community and Technical College System and the Kentucky Horse Park.

Cauthen will talk about his transition from the sporting world to the business world, touching on challenges he had to overcome and lessons learned.



Former jockey Steve Cauthen (above) had 447 winning rides in 1977 and graced the covers of *TIME* and *Sports Illustrated* at a young age.



TO REGISTER:

The cost to attend this Entrepreneurs Reception is \$25 for Commerce Lexington Inc. members, \$35 for potential members. To register, contact Katie Hardwick at (859) 226-1608 or khardwick@CommerceLexington.com.

PRESENTED BY:



First Federal Bank

GOLD SPONSORS

AFLAC/Paula Cutter-Frizzell
Business Lexington
TravelHost of the Bluegrass

SILVER SPONSORS

Potter & Company, LLP
Wyatt Tarrant & Combs, LLP

EVENT LOCATION:

Griffin Gate Marriott Resort & Spa on Newtown Pike

ABDick-KopyKat Inc., Selma's Catering to co-sponsor next Commerce Lexington Inc. Business Link on Thursday, February 7th

Build your client base at the first Commerce Lexington Inc. Business Link event of 2008 co-sponsored by **ABDick-KopyKat Inc.** and **Selma's Catering** on Thursday, February 7, from 5-7 p.m. This effective networking event will be held at ABDick-KopyKat Inc.'s location at 1500 Bull Lea Road.

HOW TO GET THERE: New Circle Road to Newtown Pike, head away from Lexington, turn left on Citation, and then right on Bull Lea Road

Limited exhibit space is available at this event for Commerce Lexington Inc. members only. The cost to exhibit is \$125. Contact Katie Hardwick at khardwick@CommerceLexington.com to reserve your exhibit space.

As always, the cost to attend the Business Link is \$5 for Commerce Lexington Inc. members, \$10 for potential members (payable at the door). It is not necessary to pre-register for Business Link events.

WANT MORE NETWORKING?

ABDick-KopyKat Inc. will also host a Business Technology EXPO on Thursday, Feb. 7, from 9 a.m. to 5 p.m. and Friday, Feb. 8, from 9 a.m. to 7 p.m. Admission is FREE, and exhibitors will be demonstrating the latest technology in office systems, document finishing, production print and wide format.

Vendors will be on-site to answer questions and conduct training seminars. Space is limited for the training seminars. Pre-registration is encouraged. For more information about the Business Technology EXPO, call ABDick-KopyKat Inc. at (859) 266-1663.

SPONSORED BY:



Selma's Catering

Upcoming Resource Roundtables focus on Retirement Plans, PR

FEBRUARY 12th EVENT:

Frost Brown Todd LLC attorney **Deborah Holland Tudor** will moderate a discussion on retirement planning and employee benefits during the next IPN Resource Roundtable event on **Tuesday, February 12, presented by Community Trust Bank.**

Deborah practices in the Corporate and Labor and Employment departments of the firm. She has extensive experience in all aspects of employee benefits --- advising employers in the design, implementation, administration and compliance issues associated with retirement plans, cafeteria plans, and health and welfare benefit plans such as health, life, and disability benefits.

MARCH 11th EVENT:

On Tuesday, March 11, the topic for the Resource Roundtable is "PR: What is Free and What is Paid For," featuring a very experienced panel of industry experts. You won't want to miss this opportunity to maximize your marketing efforts and maybe even learn some new tips.

The panel will include Business Lexington editor-in-chief **Tom Martin**, whose

career includes serving as an anchor for ABC Network Radio in New York and as legendary Paul Harvey's vacation substitute, **Leland Conway**, host of the issues-driven radio talk show *The Pulse of Lexington* on 630 WLAP, **Vitale Buford**, an account manager with Preston-Osborne Marketing Communications & Research, and WTVQ-TV's **Don Trail**, who has 20-plus years of experience in electronic marketing and advertising.

ABOUT THE ROUNDTABLES:

These informal gatherings allow members to discuss ideas, share best practices and work through challenges faced by independent professionals and small business owners. The Roundtables run from 3:30-5:00 p.m., and are held at the Commerce Lexington Inc. meeting space (330 East Main Street).

The Roundtables are open to Commerce Lexington Inc. members only, and there is no charge to attend. However, please register prior to the event by contacting Katie Hardwick at (859) 226-1608 or khardwick@CommerceLexington.com.

PRESENTED BY:



GOLD SPONSOR

Strother & Handel, PSC

MEMBERS-IN BRIEF

The Lexington Foundation awards grants

The Lexington Foundation, Inc. is pleased to announce that the following organizations have been awarded this year's 2007 grants: Michael Quinlan Brain Tumor Foundation; University of Kentucky; Central Baptist Hospital; American Cancer Society Hope Lodge; Colon Cancer Prevention Project; Norton Cancer Institute; and Wood Hudson Cancer Research Laboratory. This year, The Lexington Foundation, Inc. received a record number of applications to consider. The total amount awarded was \$353,109. To date, the foundation has awarded or pledged over \$1 million to worthy cancer causes. Cancer organizations can go to the foundation's web site at www.lexingtonfoundation.org to download the grant application.

Laser Perfect Med Spa offering new services

Laser Perfect Med Spa has introduced three new services, including a lip softening treatment, an eye treatment and spray tanning. The lip softening treatment exfoliates, hydrates and soothes lips. The eye treatment firms the delicate eye area, while reducing puffiness and irritation. Both treatments are excellent additions to any service. Spray tanning is a hand-held applied airbrush tan done by one of our experienced staff members. To find out more, call (859) 266-0909.

Most Valuable Pets named Retailer of Year

Most Valuable Pets, the 4,800 square-foot pet store, which houses a menagerie of companion animals - birds, fish, reptiles, and small mammals of every stripe, was named the 2007/2008 Retailer of the Year - Companion Animal Award by the *Red Book of Pet Store Management*. As seen in the December 2007 *Pet Product News International*, **Melissa Whitton**, the owner of Most Valuable Pets (located in the Bellerive Shopping Plaza) is the first woman certified as a companion-animal specialist by the Pet Industry Joint Advisory Council.

Midway College announces new MBA program

Midway College recently announced that the Southern Association of Colleges and Schools (SACS) has granted approval for the college to move from a Level II Baccalaureate-degree-granting institution to a Level III Master's-degree-granting institution beginning January 1, 2008. The decision by SACS was based in large measure on the strength of the institution's faculty and its financial resources. The review by SACS assessed the College's strategic plan, institutional effectiveness, learning outcomes and a variety of other student learning measures. Midway College President William B. Drake said, "This is a huge step forward in the life of this historical institution, which began more than 160 years ago."

The Rolex Company becomes new World Games 2010 Foundation sponsor

The World Games 2010 Foundation, Inc. and The Rolex Company announced that Rolex, the leading maker of luxury wristwatches, has become "the Official Timepiece of the 2010 Alltech FEI World Equestrian Games." The company has been a sponsor of the World Equestrian Games since the 2002 games in Jerez, Spain, and has long been the title sponsor of the highly successful Rolex Kentucky Three-Day Event, held annually at the Kentucky Horse Park. The Alltech FEI World Equestrian Games will be held September 25 - October 10, 2010, at the Kentucky Horse Park.

How the Arts Benefit Business is focal point of Breakfast Club event

PRESENTED BY:



SMALL BUSINESS SPONSORS

ADCOLOR, INC.
Ad-Venture Promotions
Blue Ribbon Charters, LLC
Fortune Business Transfers & Acquisitions
H2 Promotions
Mangold Real Estate

What do Altria, Humana, Toyota, and Proctor & Gamble know about the arts? The arts are good for business! Investing in arts education pays off by cultivating creative thinkers who are open to new ideas and engage in creative problem solving. A thriving arts community attracts and retains a diverse and educated employee base, which is extremely important to a region's economic development efforts.

During the next **Breakfast Club** event presented by **Greenebaum, Doll & McDonald, PLLC**, on **Wednesday, February 20**, from 8-9:30 p.m. at ArtsPlace (161 North Mill Street), participants find out how their business or organization can benefit from their involvement in the local arts scene.

AN EXPERIENCE PANEL INCLUDES:

□ **Jim Clark** is president and CEO of LexArts Inc, a non-profit organization that works for the development of a strong and vibrant arts community as a means of enhancing the quality of life in central Kentucky. As the former president and CEO of Culture Works, a united arts fund and cultural development agency, Clark was

instrumental in raising \$1.5 million annually that was distributed to arts and cultural organizations in Greater Dayton (Ohio).

□ **Julie Young**, owner of The Paperweight and Chair of the 2008 Campaign for the Arts.

□ **Clyde Pelton** is branch manager, divisional vice president of UBS Financial Services in Lexington and will talk about his company's involvement in the arts and how it benefits the business.

□ **Keith Jones**, manager of diversity for Toyota Motor Manufacturing, Kentucky.

According to Clark, the arts can communicate a corporation's values and its own internal culture. Employees see the company's involvement in the arts as an important driver of the local economy.

TO REGISTER:

The cost to attend this special event is \$25 per person (Commerce Lexington Inc. members only). To register, contact Katie Hardwick at (859) 226-1608 or khardwick@CommercelLexington.com.

Women's Business & Leadership Conference scheduled for May 6th

Women Leading Kentucky is proud to announce two upcoming programs for the spring:

- A brand new networking event scheduled for **April 17**; and
- The 9th Annual Women's Business & Leadership Conference scheduled for **May 6** at the Radisson Plaza Hotel.

With the theme of "Leadership Strategies for Success," this conference will feature: **Diana Villiers** (Vill-yea) Negropte, international human rights activist; **Robin Fisher Roffer**, CEO of Big Fish Marketing of Los Angeles and author of *8 Steps Every Woman Needs to Create a Personal Brand Strategy for Success*; and **Cynthia Good**, founder and editor of *PINK* magazine.

ABOUT THE KEYNOTES:

Cynthia Good: At a time when 80-percent of all purchasing decisions are made by women, *PINK* is designed for career-driven, work-focused women, including senior-level decision makers, mid- to senior-level executives, professionals and women business owners. Cynthia will address "Networking to Build Net Worth" at the opening conference session.

Diana Villiers Negropte: An international human rights activist, who is on the board of Habitat for Humanity International, and who has initiated micro-financing programs in underdeveloped countries. Ms. Negropte and her ambassador husband, John, have lived and worked in Iraq and El Salvador and have five adopted children. A lawyer by profession, Diana will speak on the topic of "Women Leading Around the World."

Robin Roffer will be speaking about "How to Make a Name for Yourself through Personal Branding." An expert at branding television networks through multi-platform media, Robin has helped brand CNN, the Hallmark Channel and the Discovery Channel, and has produced "Growing Up Gotti."

TO REGISTER:

Information and registration can be found online at www.womenleadingky.com.

Sew-A-Lot Creative Sewing Centers

Classes

Come into Sew-A-Lot and see how much fun sewing can be.

Pfaff Sewing Machines

Fabric

Sew-A-Lot
2160 Sir Barton Way
Suite 148
Hamburg Pavilion
859-264-7472
www.sewalotonline.com

This is not your grandmother's sewing!

Spring Opportunity Exchange Reception is Thursday, April 10th

GOLD SPONSORS

AT&T The Real Yellow Pages
Kentucky Utilities Co.

SILVER SPONSORS

DaRae & Friends Catering, Inc.
Blue Ribbon Charters, LLC

The next Commerce Lexington Inc. **Opportunity Exchange** Reception will be held on Thursday, April 10, from 5:00-7:00 p.m., at the Crowne Plaza Campbell House (1375 Harrodsburg Road), featuring speaker **Greg Huelsman**, president and CEO of the Kentuckiana Minority Business Council (KMBC).

This event is a great opportunity to network with other business professionals, while browsing the many exhibit booths of products and services. It's also a good way to learn about upcoming procurement opportunities from some of the larger companies in town.

For more information about this event, contact Tyrone Tyra, Commerce Lexington's vice president of community and minority business development, at (859) 226-1625 or ttyra@CommerceLexington.com.

19th annual Economic Outlook is February 5

The University of Kentucky's Gatton College of Business and Economics with co-sponsors **Commerce Lexington Inc.** and *The Lane Report*, invite you and your colleagues to the 19th annual Economic Outlook for 2008 on **Tuesday, February 5**, at the Lexington Convention Center, Thoroughbred Rooms 1-3.

Registration check-in and a continental breakfast will begin at 8:00 a.m. with the program scheduled from 8:30 a.m. – 12:00 p.m. For more information or to register, call the Gatton College of Business and Economics, International Business and Management Center, 859-257-8746 or 1-800-284-6407 or register on-line at www.gattonibmc.org. The registration fee is \$95 (includes continental breakfast and materials). For multiple registrations of five or more a discounted registration fee of \$80 will be offered.

Next New Member Reception is March 5th

Join Commerce Lexington Inc. staff, ambassadors, board and trustees members, and fellow new members during the next Commerce Lexington New Member Reception **presented by AT&T Real Yellow Pages** on **Wednesday, March 5**, from 4:30-6:00 p.m. at the Commerce Lexington offices (330 East Main Street).

During this quarterly event, new members will be able to learn about Commerce Lexington programs and services, while networking with potential clients.

RSVP to Dana Zinger at (859) 226-1607 or dzinger@CommerceLexington.com.

PRESENTED BY:



GOLD SPONSORS

Business Lexington
Cricket Communications
ExactTarget
NIMLOK-Kentucky
Premier Mortgage Group
TravelHost of the Bluegrass

FOOD SPONSOR

Stanley J's

DESIGN SPONSOR

Hammond Design Associates, Inc.



Are you moving? Need Storage?



Make the transition easier.

PODS ARE PERFECT FOR...

- Moving your home, apartment or business **cross country** or local.
- Storing items such as furniture, clothing, tools, documents, holiday decorations.
- Storing excess inventory at your business site.
- Storing your household goods while you wait to move into a new home.
- Anytime you need a temporary storage solution without the hassles of renting a truck and a mini storage unit. **IT'S THAT SIMPLE!**

As easy as

1



2



3



Welcome New Commerce Lexington Inc. Members

New Commerce Lexington Inc. members for the period of December 17, 2007, through January 22, 2008

A-1 Sanitation Services

Toilets-Portable
Candy Jenkins, Office Manager
P.O. Box 910808
Lexington, KY 40591-0808
Phone: (859) 255-6606

Access Remote Technology

Technology Consulting
Don Leugers, VP Business
Development & Sales
3728 Willow Ridge Road
Lexington, KY 40514
Phone: (859) 296-1948
Web: www.artadvantage.net

ALDI Inc.

Grocers-Retail
Dave Winck, District Manager
1509 Colesbury Circle
Lexington, KY 40505
Web: www.aldi.com

Apartments For Rent Magazine

Apartment/Rental Services
Chris Robinson, Sales Manager
3500 Beaver Place Road, Suite 18
Lexington, KY 40503
Phone: (859) 277-2985
Web: www.forrent.com

Barton Restaurant Group

Restaurant Companies
Tyler Barton, President
4030 Tates Creek Road, #5404
Lexington, KY 40517
Phone: (859) 913-1059

Bluegrass Bride

Bridal Shops
Susan W. Johnson, Owner
4384 Clearwater Way, Suite 180
Lexington, KY 40515
Phone: (859) 245-0060
Web: www.bluegrass-bride.com

The Business Exchange

Business Brokers
Jim Harley, Owner
4128 Palmetto Drive
Lexington, KY 40513
Phone: (859) 806-3352
Web: www.thebusinessxchng.com

Counter Culture +

Countertop Fabricator
Irv Trachtenberg, Vice President
739 National Avenue
Lexington, KY 40502
Phone: (859) 608-8295
www.counterultureplus.com

Creative Downtown LLC

Entertainment
Griffin VanMeter, Co-partner
1201 North Limestone
Lexington, KY 40505
Phone: (859) 243-0000

The Delta Group

Software Developers
Stepfan P. Jefferies, President
2891 Richmond Road, Suite 206
Lexington, KY 40509
Phone: (859) 270-9763

D-Zign By Pam

Home Decor
Pam Harris, Owner
65 Avenue of Champions
Nicholasville, KY 40356
Phone: (859) 421-8010

Emergency Medical Training Professionals

Healthcare
Gerria Berryman, Owner
209 Bell Lawn,
Nicholasville, KY 40356
Phone: (859) 333-9414
Web: www.emtpky.com

Fitness Plus

Personal Trainers
Sheila Kalas BS, MS, Pres./Owner
P.O. Box 24266
Lexington, KY 40524
Phone: (859) 269-9280
Web: www.fitplusinc.com

Forcht Group of Kentucky

Bank Holding Companies
Michael W. Goins, Director of
Public Relations
2709 Old Rosebud Road
Lexington, KY 40509
Phone: (859) 266-3232
Web: www.forchtgroup.com

Hensley, Elam & Associates

*Computer Consultants-
Designers/Solutions*
Bill Dotson, Partner
167 West Main Street, Suite 1404
Lexington, KY 40507
Phone: (859) 389-8182

Christopher M. Hill & Associates, P.S.C.

Attorneys
Glenna Glass, HR Director
641 Teton Trail, Frankfort, KY 40601
Phone: (502) 226-6100
Web: www.hillslaw.com

Integrity Staffing Solutions

Employment Services
Kathy A. Hix, Area Branch Mgr.
2107 Leestown Road
Lexington, KY 40511
Phone: (859) 288-2899
Web: www.integritystaffing.com

InterCorp Resources Intl., Ltd.

Business & Financial Consultants
Garry C. Spain, President
3070 Lakecrest Circle, Suite 400-
252, Lexington, KY 40513
Phone-Local: (859) 219-8787
Phone-Los Angeles: (310) 822-3100
Web: www.intercorpresources.com

International Book Project

Non-Profit Organizations
Lynda Frazier, Executive Director
1440 Delaware Avenue
Lexington, KY 40505
Phone: (859) 254-6771
www.internationalbookproject.org

Jasper Contractors, Inc.

Roofing Contractors
Brian Wedding, Owner
2213 Lexington Road
Nicholasville, KY 40356
Phone: (859) 885-1126
www.jaspercontractorsinc.com

Kentucky Opera Association, Inc.

Non-Profit Organizations
David Roth, General Director
323 West Broadway, Suite 601
Louisville, KY 40202
Phone: (502) 584-4500
Web: www.kyopera.org

Kentucky Technology Inc.

Research & Development
Len Heller, CEO
University of Kentucky, A256
ASTeCC, Lexington, KY 40506-0286
Phone: (859) 218-6512

Lowe's of Nichols Park

Construction Supplies
Liz Humphrey, Store Manager
4055 Nichols Park Drive
Lexington, KY 40503
Phone: (859) 971-8300
Web: www.lowes.com

Lowe's of Richmond Road

Construction Supplies
Mike Morris, General Manager
200 Todds Road
Lexington, KY 40509
Phone: (859) 266-7780
Web: www.lowes.com

Small Business Computer Solutions, LLC

*Computer Consultants-
Designers/Solutions*
Phillip R. Miller, Partner/Owner
333 West Vine Street, Suite 212
Lexington, KY 40507
Phone: (859) 253-4284
Web: www.sbcsllex.com

Speedflo

Printers
Dan Kruger, Gen. Mgr./Co-Owner
499 Conway Court
Lexington, KY 40511
Phone: (859) 233-3070
Web: www.speedflo-ky.com

State Farm Insurance/ Maggie Lee, LUTCF

Insurance
Maggie Lee LUTCF, Owner/Agent
3151 Beaumont Centre Circle,
Suite 120
Lexington, KY 40513
Phone: (859) 223-3276
www.maggielieinsurance.com

Things That I Love

Women's Apparel
Pamela Craig, Owner
121 Clay Avenue
Lexington, KY 40502
Phone: (859) 252-0895
Web: www.thingsthatilove.net

Tribul Merchant Services of Kentucky

Merchant Services
Gwendolyn M. Kircher, North
American Regional Manager
P.O. Box 11535
Lexington, KY 40576
Phone: (888) 515-5110
Web: www.tribulonline.com

Yearsley Bloodstock Insurance, Ltd.

Equine Insurance
Nancy W. Yearsley, Pres. & CEO
3070 Lakecrest Circle, Suite 400-
252, Lexington, KY 40513
Phone: (859) 219-2100
www.yearsleybloodstockgroup.com

TRUSTEE

204,106

TOTAL NUMBER OF **REFERRALS** FOR MEMBER COMPANIES (PHONE & ON-LINE) OVER THE LAST MONTH (DEC. 20, 2007 - JAN 20, 2008)**

**Figure includes phone referrals, and the following web statistics from the on-line Business Directory at www.CommerceLexington.com - number of clicks on business categories, individual business listings, as well as e-mail and web addresses.

Remember to support your fellow member businesses. Visit www.CommerceLexington.com and click on Business Directory.

CLX, Humana partner to provide health solution to small businesses

Recognizing the need for affordable coverage for small businesses, Humana Inc. and Commerce Lexington Inc. announced earlier this year that they will offer a program to small employers (those with 2-99 employees) who are Commerce Lexington members.

The program includes discounted health, dental, and life insurance coverage for small businesses in Central Kentucky and the Bluegrass Region. Commerce Lexington members will have access to a wide variety of health-plan options including Humana's popular consumer-choice offerings (consisting of high-deductible health plans with health savings accounts), as well as more traditional preferred provider organization (PPO) plans. Plus, participating members will have access to health information and industry-leading online tools offered by Humana to help them better manage their benefits.

In Central Kentucky, Humana's product portfolio includes PPOs, consumer-choice offerings including high deductible health plans with health savings accounts, its Humana One individual coverage, dental and life products, and numerous Medicare products including Medicare Advantage plans that combine health and drug coverage, and stand-alone prescription-drug plans.

To find out more, contact Commerce Lexington Inc. at (859) 254-4447 or a Humana agent today!



2008 Commerce Lexington Inc. Ambassador Committee named

The following business and community leaders have been selected to the 2008 Commerce Lexington Inc. Ambassador Committee:

Myndall Coffman, *Committee Chair*, (Traditional Bank); **--- Pictured ---->**



Wallace Barber (Wallace Barber State Farm Insurance Agency);

Stephanie Bell (LCM Company);

Tim Booth (Tim Booth Agency);

Dustyn Bowman (Liberty Mutual);

Kelly Boyd (Office Suites Plus);

Anthony Craig Browning (Potter & Company, LLP);

Micah Campbell (Kentucky Farm Bureau Insurance);

Leland Conway (Clear Channel Radio);

Sherry Cutshaw (Central Bank Insurance Agency);

Cheryl Eadens (AB Dick/Kopy Kat Inc.);

Vince Edwards (The Edwards Group Inc./Charter West Mortgage);

Lisa Jones (Adecco of Central Kentucky);

Brian Lundborg (TravelHost of the Bluegrass);

Cheri McMullin (Parkway Developers);

Sue Miller (Al Torstrick Insurance Agency);

Grover Mollineaux (Edward Jones Investments);

Phillip Pace (Woodmen of the World);

Lisa Parke (Advertising Specialties);

Gloria Perry (Willstaff Worldwide);

Dana Philpot (Mr. Electric of Central Kentucky);

Nick Rice (EOP Architects);

Michael Runyon (Missing Link Managed Services);

Robin Salyer Fleischer (Georgetown College);

Hampton Scurlock (Retirement Tax Advisory Group);

Darren Taylor (GBBN Architects, Inc.);

Don Trail (WTVQ-TV);

Gene Travers (Premier Mortgage Group, Inc.);

Becky Trimble (Lexington Convention Center);

Seth Tuska (Tuska Studio, LLC);

Mark Wiemer (Republic Bank & Trust Co.);

Daniel Wrenne (Northwestern Mutual Financial).

ABOUT THE AMBASSADOR COMMITTEE:

Commerce Lexington Inc.'s Ambassador Committee consists of volunteers that represent the organization by helping to educate its members on membership benefits, and to serve as a liaison between Commerce Lexington and its members. Ambassadors also represent Commerce Lexington at various community and Commerce Lexington events and programs.

Alfred P. Sloan Awards recognize employers for flexible workplaces

Take advantage of an exciting opportunity for your organization to be recognized nationally for flexible workplace practices. Starting on January 2nd, Lexington employers will be able to apply for the Alfred P. Sloan Awards for Business Excellence in Workplace Flexibility.

The Awards are part of When Work Works, an initiative to highlight the importance of workplace flexibility as a strategy to enhance businesses' competitive advantage in the global economy and to help both employers and employees succeed. Lexington has been selected as one of thirty cities nationwide to participate in When Work Works and the Sloan Awards. Locally, the initiative is spearheaded by the UK Institute for Workplace Innovation (iWin) and a coalition of community leaders from **Commerce Lexington Inc.**, the Mayor's Office, Business Lexington, the Bluegrass



Chapter of the Society for Human Resource Management, and the Kentucky Small Business Development Center.

The application process entails an online questionnaire for employers and employees. Applicants will be benchmarked against national standards, and the top 20-percent are recognized as award

winners in a full-page advertisement in USA Today, in the Congressional Record, in local media, and at a local awards ceremony. In addition, all applicants will receive benchmarking reports that can be used in promotional materials or used as a tool to shape business practices.

TO APPLY:

There is no cost to apply. For more information about the initiative and the opportunity to apply for the Sloan Awards, visit www.iwin.uky.edu.

MEMBERS-IN BRIEF

Belle Vie Medspa celebrates Second Anniversary

Belle Vie Medspa (2337 Sir Barton Way, Suite 130, in Lexington) recently celebrated its Second Anniversary in February. This full service medical spa offers everything from facials, massages, laser skin resurfacing, laser hair removal, fraxel, Botox, Restalyne, and Juvederm. Bella Vie MedSpa has partnered with the best in the industry of medical cosmetics today to maximize the benefits achieved with each cosmetic treatment. The products carried are all handpicked to promote younger, smoother, healthier looking skin. To find out more, call (859) 245-7546 or visit www.belleviemedspa.com.

Enterprise: IRS raises vehicle reimbursements

The Internal Revenue Service has raised the allowable vehicle reimbursement rate to 50.5 cents per mile, which is the highest rate in history. This increase is largely attributed to the growth in the cost of fuel and other vehicle expenses and is up from the 2007 rate of 48.5 cents per mile. Although it is not mandatory for companies to follow the IRS safe-harbor rate, most companies use it as guidance for reimbursing employees who use personal vehicles for business travel.

Saint Joseph HealthCare has new device to battle PAD

Saint Joseph Heart Institute is using a unique new tool in the battle against peripheral arterial disease (PAD). The Diamondback 360 is a revolutionary device that provides new hope for patients with blood vessels too calcified for existing methods of treatment, including balloons and stents, and might provide an alternative to bypass surgery. The Diamondback treatment is minimally invasive and patients go home the same day or spend one night in the hospital.

Volunteer Recruitment Begins for World Equestrian Games

The World Games 2010 Foundation announced it is launching a volunteer recruitment Web Site, through the online services of The Registration System, to manage the thousands of volunteers needed for the 2010 Alltech FEI World Equestrian Games. Anyone interested in becoming a volunteer can log on to www.feigames2010.org and click on "Volunteer Information" in the "Quick Links" box, to register and receive more information about volunteer opportunities and benefits. Volunteers are needed before, during, and immediately after the Games. Interested volunteers must also fill out a profile detailing when and how they could serve.

*Commerce Lexington Inc. accepts **NEWS ITEMS** for Business Focus from members, including personnel related, awards and milestones, business openings, expansions and relocations. Items should be e-mailed to mturner@CommerceLexington.com by the 10th of the month for the next issue. Items are published in the order they are received and only as space permits.*

Blue Ribbon Charters

Need to get your group somewhere? Try locally-owned Blue Ribbon Charters.

Available for any type and size group - **educational, athletic, church, wedding parties**, and more.

Don't forget **casino transportation** or **get your group to the races** in style - Keeneland or Churchill Downs.

A **Deluxe Fully-Equipped Motor Coach** makes getting around easy and comfortable.

CONTACT:

Phone: (859) 312-1223
www.blueribbonchartersllc.com



MEMBER SPOTLIGHT

Sharpe Resources helps clients find creative and integrated ways to place brand in front of their audience

Sharpe Resources, Inc.

Owners: Linda & Larry Sharpe

1042 Elizabeth Street, Suite 4

Nicholasville, KY 40356

Phone: (859) 881-3012

Web: www.sharperesources.com

Family owned and operated by Linda and Larry Sharpe, Sharpe Resources, Inc. was incorporated in 2001 in order to bring companies in Kentucky and surrounding states a new way of thinking about the promotion of their corporate brand. Seven years later, a production and sales team of six offers customers over 25 years of corporate and promotional marketing experience.

According to company President Larry Sharpe, promotional products are the advertising tools that keep on giving. Why? Some 73-percent of those who use a promotional product do so at least once per week, and 45-percent say they use them once per day. People often recall the brand names that appear on promotional products at a much higher rate than those they encounter in newspapers or magazines.

The key is leveraging this marketing medium to its fullest extent and not wasting the opportunity. Larry added, "Promotional marketing is not just about putting a logo on a shirt or a pen anymore. There are so many sophisticated and cost effective ways to place your brand in front of your audience. We can laser etch a logo on a jacket, design a rewards program for your most loyal employees or customers, or even develop a promotion using only products made with recycled materials. Above all, a promotion should be perceived as valuable, and that doesn't have to equal expensive."

Some of the services that Sharpe Resources offers include promotional items for any occasion, corporate apparel embroidery and screen printing, catalog and on-line store fulfillment programs, gift shop set-up, on-line store creation and management, logo development, and on-demand printing.

As a member of the Kentucky Chamber of Commerce and as a KCC small business committee member, Larry is well aware of the value that chamber membership offers. Sharpe Resources recently joined Commerce Lexington Inc. on the recommendation of a customer and

fellow Commerce Lexington member, Stephen Hillenmeyer, of Stephen Hillenmeyer Landscape Services.

Clark Hale, Sharpe's vice president of sales and marketing, said, "We trusted Stephen's opinion as a businessperson and as someone whose own business has benefited from Commerce Lexington membership. Our particular business is fueled by networking opportunities and referrals, and Commerce Lexington's comprehensive calendar of networking events provides the ideal arena for expanding our business."

It is Sharpe Resources' goal to become a "go-to" partner for assembling branding campaigns, special promotions, trade show strategies or larger scale efforts like business gift catalogs or employee appreciation programs. Larry says that his company has the potential to be among the top ten-percent of its industry in sales by 2010. He added, "This is an attainable goal provided that we maintain our service-oriented attitude and continue to bring the best promotional ideas to decision makers."

Find out more about how you can market your company or organization by calling Sharpe Resources at (859) 881-3012 or visiting www.sharperesources.com.



MEMBER SPOTLIGHT

Member Spotlight businesses are selected through random drawings from the participants at various Commerce Lexington Inc. events throughout the year, such as New Member Receptions, Business Links, and more. Participation certainly pays!

www.bizlex.com Subscribe online to Central Kentucky's Premier Business Journal

PODCASTS
BIZBYTES
BUSINESS NEWS
PROFILES
STORY ARCHIVES
...AT YOUR FINGERTIPS

BusinessLexington
A PARTNER IN PROGRESS

CALL (859) 281-2317 TO ADVERTISE AND REACH EVERY BUSINESS ADDRESS IN LEXINGTON

Youth class discusses diversity, next month's shadowing projects

**Article by Gabby Dixon
Lexington Christian Academy**

The Lexington Leadership Youth Program (LLYP) allows opportunities for young leaders in the community that they might not otherwise have. The group consists of sophomores and juniors from schools across Fayette County. They meet each month to discuss and learn about different topics. January's meeting discussed the topic of diversity.

Jim Embry was our guest speaker. He spoke of how everyone is connected and how a wide variety of people working together brings out more ideas. Mr. Embry also talked about the 2010 Rain Garden project. This is a citywide campaign which will become an important part of storm water management in Lexington. There is hope that there will be 2010 rain gardens constructed in the area by 2010.

Jennifer Hubbard was also a guest. She explained what 4-H offers and how the group could be involved. Ms. Hubbard got a number of camp counselors from the class for the 4-H summer camp. She also led the group in different teambuilding exercises and offered the place for one of the class projects to be held.

During lunch, Todd Riley went over February's shadowing project. Each class member will have a mentor to shadow in the month of February. Different business professionals representing various job careers will be volunteering to shadow students.

PLATINUM SPONSOR:

Transylvania University

DIVERSITY DAY SPONSOR:

Fuller Mossbarger Scott
& May Engineers, Inc.



Leadership Lexington Youth class members participated in a teambuilding exercise at the 4-H Extension office during its Mid-Year Retreat and Diversity Day.

Lunch was followed by discussion on what the service project for this year should be. The group first set up some guidelines as far as what they wanted in a project. People expressed different ideas, but only two could be chosen. A vote was taken, and the two projects were decided.

One group will be assisting with developing rain gardens at one of the high schools and the other group would like to have a concert of bands with proceeds going to a charity. The Make a Wish Foundation was mentioned as one of the recipients. Further meetings were set up, leaders were appointed, and contacts and assignments were given.

The day went really well. LLYP learned from the discussion with Jim Embry. LLYP had fun in the activities with Jennifer Hubbard. LLYP learned about leadership and made decisions with help from Todd Riley. Thank you to everyone who helped and to the 4-H Extension office for letting us use their building.

Leadership Central Kentucky class explores Clark County-Winchester

**Excerpts of Article by Amy Cooper, CBS Companies
Read full article at www.leadershipcentralkentucky.com**

Our day in Winchester, Clark County, began at the Clark Co. Extension office with Chamber President, Charmagne Castle, greeting the class and reviewing the day's agenda. Thereafter, the Influential Leader Presentation commenced. Since we begin each session with a presentation about a local influential leader....and myself being the only representative from Clark County for the 2007-2008 class....this task was my responsibility. The person that I felt most embodied this is Bluegrass Community & Technical College Community Liaison, JoEllen Reed. After the leader presentation, we were addressed by Mayor, Ed Burtner, and Clark County Judge-Executive, Henry Branham.

Next, Dane Garber, Chief Deputy Clark Co. PVA, demonstrated a new computerized Geographic Information System program. We then headed out to see other areas of Winchester/Clark County, starting with a tour of the Ale-8-One Bottling Company. Deanne Elmore, Director of Public Relations, shared with the class the history of Ale-8 and how they have grown over the years. We proceeded on to a tour of College Park Gym with Parks Board Member, Scott Hisle.

After a great lunch at Hall's on the River, and a scenic drive beside the Kentucky River, we got the opportunity to tour the Dale Station Power Plant. Ronnie Thomas and his team took small groups of us through the power plant.

We then traveled back into town and got the opportunity to tour Bluegrass Heritage Museum. Jack Jones, Community Volunteer Tour Guide, shared the history of the building. We later traveled back to the Industrial Park for a driving tour of the park and commentary by Charmagne Castle.

We then arrived at the future home of the Winchester-Clark Co. BCTC



Leadership Central Kentucky class members got an overview of one of the pieces of equipment that BERT (Bluegrass Emergency Rescue Team) uses during their visit to Clark County.

campus. With JoEllen Reed as our tour guide, we walked around the (under construction) Phase I BCTC building and learned about the plans for future growth. After leaving the campus, we headed back to the Extension Office for a presentation by Winchester Fire Chief, Danny Castle, and some of the Winchester Fire/EMS staff.

Even being from Winchester, I learned a lot about our community, plans for growth, and services/opportunities available! Kudos' to Champagne Castle and all of the presenters we had the opportunity to learn from on our Leadership Central Kentucky tour of Clark County Day!

LEADERSHIP LEXINGTON

Class members find Diversity Day to be eye-opening experience

**Article by Raja J. Patil
Greenebaum Doll & McDonald, PLLC**

"Diversity Day" is truly an appropriate name for the exciting and educational experience that this year's Leadership Lexington class had on January 10. The day was packed full of exciting presenters and activities and covered a wide array of interesting topics and issues.

The day began with a race literacy "pop quiz" administered by Vince Mattox, Director of the Office of Community & Governmental Support, and Barbara Connor, Civil Rights Compliance Officer of the Fayette County Public Schools. Many of the answers were very surprising - including, the answers that highlighted the fact that there is zero genetic difference between all members of one race from another and that the rise of white supremacy is most directly tied to the Declaration of Independence. After a short discussion of the answers, the class was separated into four groups to discuss how various environmental forces shape how individuals and communities view diversity based on gender, weight, race and disabilities. Following this break-out activity, each group shared with the class their viewpoints, which prompted an interesting discussion and generally concluded that cultural forces play a large and unmistakable role in shaping how various forms of diversity are viewed. Mr. Mattox and Mrs. Connor further emphasized this point in a presentation that focused on how each individual's values, beliefs and attitudes are constantly shaping how an individual understands and experiences diversity. The presentation was an abbreviated form of presentation that Mr. Mattox and Mrs. Connor present in various schools in Fayette County in order to help children better appreciate and encourage diversity.

After a short break, the class regrouped and was bombarded by data and facts by Ron Crouch, director of the Kentucky State Data Center at the University of Louisville. Mr. Crouch's presentation was extremely informative, full of anecdotal wit and humor and a little shocking at times! His presentation used quantitative data to highlight the variety of the major social and economic issues facing America, including changing demographics, global economic trends, the growing gap between the upper and lower class and the growing national deficit. Mr. Crouch provided the class with information on the growing national deficit and the issues that it may create, especially in the face of promised tax cuts and the unfunded wars in both Iraq and Afghanistan. He also provided the class with quantitative data on issues related to the aging

population and the strain that this trend, along with the corresponding slow down in the growth of the U.S workforce, will place on the U.S. pension and health care systems.

After a Southern, home-cooked meal graciously provided by the JJ Johnson Sisters at Shiloh Baptist Church, the class was given the option to attend various roundtable discussions. Roberta Davis, Information Coordinator at the Sanders-Brown Center on Aging discussed various issues related to aging and senior citizens, Karen Cinnamond, State Coordinator with the Kentucky Business Leadership Network focused on some of the major issues facing people with disabilities, Shannon Stuart-Smith, a Free Agent for Change and Vice-President with the Kentucky Fairness Alliance, Bluegrass Chapter, discussed various social justice issues related to sexual orientation, William Wharton, the Executive Director of the Lexington-Fayette Urban County Human Rights Commission, focused on various issues related to ethnic diversity and Barbara Kline, the Director of the Kentucky Refugee Ministries enlightened the class on some of the major issues related to the U.S. refugee relocation program. Each of the roundtable discussions were truly thought-provoking.

Yvonne Giles, known locally as the "Cemetery Lady" for her work at the Cove Haven Cemetery, provided a wonderful presentation focusing on the history of the African American community in Lexington. Among other things, Mrs. Giles' provided a fascinating biography of Isaac Scott Hathaway, a well-known African American sculpture designer who was born and raised in Lexington, and an overview of the Isaac Scott Hathaway Museum in downtown Lexington that is dedicated to the appreciation of the significant contributions that African Americans have made to the growth and development of the Bluegrass Region.

Next, Celina Magana, the Policy Advisor on Hispanic Affairs at the Kentucky Department of Labor provided this year's class with a great overview of the major issues facing the Hispanic and Latino community. Mrs. Magana enlightened the class as to the difference between Latino and Hispanic, and emphasized how much diversity there is even within these subgroups. Mrs. Magana's presentation covered a wide variety of important and interesting topics including access to education, migrant workers, immigration issues and the growth and future of the Hispanic community in the Central Kentucky.

2007-08 PROGRAM PRESENTED BY:



DAY SESSION SPONSOR:

Lexmark International, Inc.

SPECIAL THANKS:

Blue Ribbon Charters

The class then loaded into a bus provided by Blue Ribbon Charters and traveled to the Bharatiya Temple and Cultural Center. Mahendran Naidu, the Founder and President of TechDomain, graciously provided the class with a wonderful sampling of some Indian appetizers, drinks and snacks and then presented a fascinating presentation about Indian culture. His presentation focused on the culture of India and the various religions and customs that have developed there. As the last highlight of the day, the class took a tour of the Bharatiya Temple and learned about some of the rituals performed at the Hindu temple.

This year's Diversity Day was truly an eye opening, educational experience that exposed the class to a broad variety of interesting topics. We thank the day chairs, Freddie Brown and Jamie Shier, for putting together such a wonderful program and look forward to this year's Mid-Year Retreat in the third week of January.

MEMBERS-IN BRIEF

Crowe Chizek and Company LLC racks up top honors

Crowe Chizek and Company LLC was recently named 2007 Due Diligence/Valuation Firm of the Year by *Mergers and Acquisitions (M&A) Advisor*, a leading publication for financial executives. This is the fourth time in five years that Crowe has won an advisor of the year honor. The Due Diligence/Valuation Category recognizes firms that provide significant long-term value in deal transactions. In addition, Crowe Group LLP has once again been ranked as a top 10 accounting firm by *Public Accounting Report (PAR)*. *Leadership Excellence*, *Inside Public Accounting* and *Practical Accountant* have also recognized Crowe to be among the best of the best. The firm is ranked ninth by U.S. net revenue in PAR's "Top 100 for 2007: America's 100 Largest Public Accounting Firms." Crowe also ranked ninth among largest accounting firms in the U.S. and first among the largest accounting firms in the Great Lakes Region by *Inside Public Accounting*.

First Federal unveils new logo, begins major expansion

As part of a major re-branding effort, First Federal Bank of Lexington has re-designed its corporate logo.



The new logo unveiled in late January will soon appear on bank signs and marketing materials. The new logo replaces the large number "1" that has been part of the Bank's past logos since the 1970's. Meanwhile, the bank recently finalized several business transactions that will better position it for future growth. The Bank announced that it has completed the purchase of a top local mortgage company, the purchase of property for two new branch locations, and the establishment of a new loan production office.

Padgett receives Outstanding Custom Home Award

At the recent awards and inauguration ceremonies of the Lexington Home Builders Association, Padgett Construction received the first place award for Outstanding Custom Home. Padgett has received this honor in 14 of the last 20 years. Find out more about Padgett Construction at www.padgettconstruction.com.

Junior Achievement launches Biz Kid\$ for school-aged kids

Junior Achievement (JA) has launched Biz Kid\$, its newest initiative about entrepreneurship and financial literacy, aimed at school-aged children. The multi-media, multi-faceted initiative includes classroom curricula, a companion public TV series, a website and on-line newsletter. The TV program began airing on KET2, Cable Channel 15, on Thursdays at 5 p.m. in January. Biz Kid\$ LLP, creators of the Emmy award-winning TV series *Bill Nye the Science Guy*, produced the series, which is funded by a coalition of America's Credit Unions and includes a total of 26 episodes. Find out more at www.BizKids.com.

Lexington Premier Bride's Allen featured on VH1 series

Jacki Allen, publisher of Lexington Premier Bride magazine, was featured recently on VH1's new series, *My Big Fat Fabulous Wedding*. Ms. Allen planned Eric and Shamea Shelton's Lexington wedding, which was one of eight weddings nationwide featured on the new series. Currently, the show can be seen on www.VH1.com. Contact Allen at (859) 271-1499 or jacki@jackiallen.com.

McCarthy Strategic Solutions

John McCarthy, leading government relations expert, announced the creation of a new firm, McCarthy Strategic Solutions. Formerly managing partner of McCarthy & Speaks Strategic Solutions, McCarthy now leads a staff with more than 80 years combined experience in government relations. His team includes **Ron Geoghegan**, **Andrew "Skipper" Martin** and **Amy Wickliffe**. Find out more on the web at www.ms.gov.

Floor Coverings International celebrates anniversary

Floor Coverings International (FCI) celebrated its one-year anniversary in January. FCI is the leading flooring boutique company in North America, and its shop at home, full-service flooring experience is the reason for its success. For more information, visit www.floorcoveringsinternational.com or call (859) 887-0707.

Generation Mortgage Co. offers financial solution for senior homeowners

Generation Mortgage Company offers reverse mortgages as a financial solution for senior homeowners age 62 and older. According to Reverse Mortgage Professional Mary Dunn, they are a way to access money from your home with no monthly mortgage payments. The senior retains the title in their home, yet has availability to their equity to meet financial obligations or fund retirement dreams. To find out more about this service, contact Mary Dunn at (859) 338-4656.

Saint Joseph HealthCare named national finalist for 2007 McGraw Prize

In recognition of its broad-based efforts to improve the lives of the most vulnerable members of its community, Saint Joseph HealthCare in Lexington has been named a national finalist for the 2007 Foster G. McGraw Prize - one of the most prestigious honors for excellence in community service in healthcare. Saint Joseph is being recognized for its unique and innovative leadership role in building healthier communities. The award is sponsored by the American Hospital Association (AHA), The Baxter International Foundation and the Cardinal Health Foundation, and Saint Joseph HealthCare will receive \$10,000 for being named as a finalist.

MEMBER NEWS

Business Focus magazine accepts NEWS in the form of promotions, awards and recognitions, expansions, new locations and/or appointments, mergers. Submit news by February 10th for the March 2008 issue to mturner@CommerceLexington.com. News is published in the order received and only as space permits.



LCM Company

Design & Construction
(859) 219-2488

www.lcmcompany.com

ADDITIONS, PROMOTIONS, RECOGNITIONS & MILESTONES

Climbing the Corporate Ladder

Big Ass Fans announced seven new hires, including **Jason Yount** as marketing director, **Robert Shannon** as regional sales representative in Atlanta, **Brian DeVal** as regional sales representative in Baltimore, **Tim Meehan** as marketing research analyst, **Miranda Maness** and **Dana Elliott** as sales coordinators, and **Robert "Bobby" Walden** as fan tester.

Central Bank & Trust Co., announced that **Peter McFarland**, Senior Vice President at Central Investment Center, Inc., has been named one of the country's top ten financial advisors in the December 2007 issue of *Bank Investment Consultant*. The magazine publishes a list of the top fifty financial advisors affiliated with banks annually, based on experience, production and assets under management. McFarland currently ranks ninth in the survey.

Adam H. Edelen was recently appointed as Kentucky Homeland Security Director for the **Commonwealth of Kentucky**.

Dean, Dorton & Ford, PSC: **Sheri Bradshaw** and **Susanna Yarnell** have joined the firm's client accounting and payroll services team. Also joining the firm are **Anthony Allen**, **Will Atkins**, **Lance Mann** and **Todd Renner**.

George H. Vincent recently assumed the leadership of **Dinsmore & Shohl LLP**, completing a planned management transition on the brink of the firm's 100th anniversary.

First Federal Bank: **Lisa M. Miley** and **Ryan M. Cooper** have joined the bank as commercial lenders. Miley was named assistant vice president, commercial lending, and Cooper was named commercial loan officer.

Melissa Fitzpatrick and **Jodi Murphy** have taken on new roles and responsibilities with **First Southern National Bank**. Fitzpatrick has accepted the position of assistant director of operations and will be working from First Southern's headquarters in Stanford, while Murphy has taken on the additional responsibility of managing First Southern's Jessamine County location.

Fowler Measle & Bell PLLC: **Ellen Arvin Kennedy** has become a member of the firm in the Bankruptcy and Litigation Groups, concentrating her practice on commercial bankruptcy, insolvency and creditor's rights.

Georgetown College recently announced the first three hires in its newly created Office of Diversity, including **Brian Evans**, executive director, **Leslie Cornett**, public relations associate, and **Robbi Barber**, administrative assistant.

Greenebaum Doll and McDonald PLLC: **Carl W. Breeding**, a member in the firm's Frankfort office, has been named to the board of directors of State

Law Resources, an international network of independent law firms selected for their experience in administrative, regulatory and government relations at the state and federal level.

Ryan Carr, PE, recently joined **GRW's** Lexington office as project sanitary engineer. In addition, **Bill Barkley, AIA, CID**, joined the firm as project architect.

Jackson Kelly PLLC announced the election of seven new non-equity members and the election of two new equity members effective January 1. **Mary Beth Naumann** (Lexington office) and **Julia Shreve** (Charleston), where elected as equity members. **Bill Hutchens** (Morgantown), **Jill McIntyre** (Charleston), **Laurie Miller** (Charleston), **Tenna Miller** (Wheeling), **Brian Moore** (Charleston), **Tim Schulte** (Denver) and **Gail Zirkelbach** (Denver) were elected as non-equity members.

JRA Architects: **Steve Wiser, AIA**, has been named an associate with the firm.

The **Kentucky Registry of Election Finance** unanimously elected **Craig C. Dilger**, a Louisville attorney, to serve as its new chairman. He has served two consecutive terms as vice chair of the Registry.

Lexington-Bluegrass Association of Realtors (LBAR): **Judy Craft** has been elected as its president for 2008. Craft is a broker with Milestone Realty Consultants. The 2008 board of directors for LBAR includes **Shirley DeBoor**, **Ashley Trautner**, **Linda Wiley**, **Bill Coffman**, **Barbara Curtis**, **Donna Ensminger**, **Gale Fulton**, **John Groft**, **Sherry Guthrie**, **Laura Hayden**, **Jim Mayberry**, **Becky Murphy**, **Kathy Pendleton**, **Don Sullivan, II**, and **Mike Wheatley**.

Lexington Convention and Visitors Bureau: **Julie Schickel** has joined its staff as ambassador and information specialist coordinator, responsible for coordinating the Bluegrass Tourism Ambassador Program and the Visitor Information staff for the Bureau.

The **Lexington Humane Society** welcomed **Madison H. Carey** as its new director of development, focusing on event planning and implementation of major philanthropic endeavors.

The **Lexington Medical Society** recently elected officers for 2008: **Bruce M. Belin, M.D.**, president-elect; **David S. Kim, M.D.**, vice president-elect; and **Lisa T. DeGnore, M.D.**, secretary-treasurer-elect. Taking office on January 1, were **Michael E. Lally, M.D.**, president; **Farhad Karim, M.D.**, vice president; and **Nat H. Sandler, M.D.**, secretary-treasurer-elect.

Potter & Company, LLP announced the following promotions: **Sally Turney** and **Heather Sunseri** as managers in the Tax Department; **Stephen**

Clements as senior manager, and **Kimberly Canup**, **Wes Omohundro** and **Randall Herrington** as senior associates in the Audit and Assurance Services Department.

Michael P. Feichter of London, Ky., has been elected chair of the governing board of the new organization being formed by the consolidation of Catholic Health Initiatives' Kentucky facilities, which includes **Saint Joseph HealthCare** in Lexington. Feichter, a financial advisor with Edward Jones and a CPA, will lead a 15-member board for the entity that began operating in January.

The **Saint Joseph Hospital Foundation** announced that **Christopher Peck** has been named director of development for the Saint Joseph Mount Sterling Foundation.

Stites & Harbison, PLLC: The following attorneys have been elected to membership in the law firm, including **David E. Longenecker** (Lexington office), **Brian T. Nash** (Atlanta), **Alexandra MacKay** (Nashville), and **Matthew A. Gillies**, **Oliver H. (Scott) Barber, III**, and **Mark W. Leach** (Louisville). Meanwhile, the firm also announced that **Jennifer L. Kovalcik** was named chair of the Louisville Bar Association's Intellectual Property Section and vice chair of the American Intellectual Property Law Association's Trademark Legislation Committee. Her term for both roles is one year.

Barry Bishop has been named region vice president-operations for **Windstream**, overseeing Windstream's communications and entertainment operations in Kentucky, Ohio, New York, Pennsylvania and the Carolinas. **Brian Harman**, current division vice president for Windstream in southwest Kentucky, has been named to oversee communications and entertainment operations in all of Windstream's markets throughout the Commonwealth.

Woodward, Hobson & Fulton, LLP: **Joseph P. Donohue** has been named partner in the firm.

SUBMIT NEWS

Submit your company's personnel announcements to mturner@CommerceLexington.com by February 10 for the March 2008 issue of Business Focus. News is published in the order received and only as space permits.



COMMERCE LEXINGTON INC.
330 EAST MAIN STREET, SUITE 100
P.O. Box 1968
LEXINGTON, KY 40588-1968

Periodical
Postage PAID
at Lexington,
Kentucky

COMMERCE LEXINGTON INC. UPCOMING EVENTS

FEBRUARY 2008

- 5** 19th annual **Economic Outlook** co-sponsored by UK's Gatton College of Business & Economics, Commerce Lexington Inc., and The Lane Report, 8 a.m.-Noon, Lexington Center, Thoroughbred Rooms 1-3.
- 7** **Business Link** co-sponsored by **ABDick-KopyKat Inc.** and **Selma's Catering**, 1500 Bull Lea Road, 5:00-7:00 p.m.
- SEE PAGE 8
- 12** **IPN Resource Roundtable** event at Commerce Lexington Inc. offices (330 East Main St.), 3:30-5 p.m. - SEE PAGE 10
- 14** **Leadership Lexington** Government Day.
- 20** **Leadership Central Kentucky** at Franklin County
- 20** **Breakfast Club** presented by **Greenebaum, Doll & McDonald, PLLC** at ArtsPlace (161 North Mill Street), 8:00-9:30 a.m., "How Arts Benefit Business." - SEE PAGE 10
- 21** **Entrepreneurs Reception** presented by **First Federal Bank**, at Griffin Gate Marriott Resort & Spa, 5:30-7:30 p.m., featuring former jockey Steve Cauthen. - SEE PAGE 8

MARCH 2008

- 5** **New Member Reception** presented by **AT&T The Real Yellow Pages** at Commerce Lexington Inc. (330 East Main St.), 4:30-6:00 p.m. - SEE PAGE 11
- 5** **Leadership Lexington Youth** Higher Education/Career Development Day.
- 11** **Bluegrass Works Summit** presented by **Anthem** at Georgetown College's Thomas & King Leadership Conference Center, 8:00 a.m. - 4:30 p.m. - SEE PAGE 6
- 11** **IPN Resource Roundtable** event at Commerce Lexington Inc. offices (330 East Main St.), 3:30-5 p.m. - SEE PAGE 10
- 13** **Leadership Lexington** presented by **W. Rogers Company** conducts Public Safety Day.
- 19** **Leadership Central Kentucky** at Woodford County.
- APRIL 2008**
- 10** **Opportunity Exchange** at Crowne Plaza Campbell House, 5:00-7:00 p.m. - SEE PAGE 11

