

BUSINESS



ONE TEAM ONE VISION ONE VOICE

JULY 2008

FOCUS

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A Texas-Sized Leadership Visit



Coverage on Pages 6-7 & 13,
and at <http://leadershipvisit.commercelexington.com>

*Small Business
Celebration Applications
due August 6, 2008
Application on Page 11*

How Does Your Small Business Stack Up?



Presents

Golf Classic August 11, 2008

*Register to play or
become a sponsor*



*More information on
Page 9 of this issue*

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July 23rd Business Link set for Fifth Third Tennis Championships | Page 12

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A PUBLICATION OF



UPCOMING EVENTS:

PRESENTED BY:



**BUSINESS LINK at the Fifth Third Bank
Tennis Championships**

Wednesday, July 23, 5:00 - 7:00 p.m.

Location: UK Hilary J. Boone Tennis

Complex

- SEE PAGE 12

PRESENTED BY:



**GOLF CLASSIC presented by Stoll Keenon
Ogden, PLLC**

Monday, August 11, 2008

Location: University Club of Kentucky

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BUSINESS FOCUS

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DISPLAY RATES

For **DISPLAY RATES** in Business Focus, contact Kelly Bates at (859) 226-1612 or e-mail to kbates@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 July 10 for the August 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.



Washington Fly-In emphasizes regional collaboration

WASHINGTON FLY-IN PRESENTED BY:



SUBMITTED BY: Chad Harpole | Vice President, Public Policy - Commerce Lexington Inc.

For the fifth consecutive year, Commerce Lexington Inc. and a group of Central Kentucky leaders from the public and private sector will be traveling this July for our annual Central Kentucky Washington Fly-In. This year, the regional collaboration on the priorities is evident, with specific project requests for Jessamine County, Madison County, Scott County, Woodford County and Fayette County.

While in D.C., our trip participants will visit with all of Kentucky's Congressmen and Senators, as well as hear from various speakers in Environmental and Economic Policy. We will also have interaction with the vital staff members of our Congressional Delegation that will enable us to strengthen Central Kentucky's voice in Washington, from Congressman Whitfield in far Western Kentucky, to Congressman Rogers in Southeastern Kentucky; and of course meeting with our own Congressman Ben Chandler, Senator Mitch McConnell and Senator Jim Bunning.

One of the recent success stories from a past D.C. Fly-In included the funding of over a half a million dollars appropriated from Washington to begin a feasibility study for an I-75 Connector in Jessamine County. That study has been progressing nicely during the past year thanks to that very funding, which our Kentucky Delegation secured in the budget. The next phase of the funding for design work on the project is included in our priorities this year.

Other projects included are the Scott County Reservoir, funding for the North

American Racing Academy at KCTCS, and funding for new projects at the Kentucky Blood Center, as well as new projects at the University of Kentucky, an accelerated nursing degree program at Midway College, the Ohio River Bridges Project across the state, the Newtown Pike Extension Project and World Equestrian Games.

We are also highlighting three important pieces of policy to Central Kentucky. These include opposing the real employee free choice act that would replace the secret union ballot, supporting the safe disposal of weapons at the Bluegrass Army Depot, and a new statement that promotes a sensible energy strategy that has a minimal impact on Kentucky's businesses, our overall quality of life and the economy. For a complete list of our priorities, visit our website at www.commercelexington.com and click on "Public Policy."

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Photo by Mark E. Turner

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E.D. NEWS TO USE

LEXINGTON VENTURE CLUB:

Mark your calendars for the next Lexington Venture Club on **Wednesday, July 23**, from 11:30 a.m. to 1:30 p.m. at the Crowne Plaza. The cost to attend is \$30. RSVP to Stacy Lackey at slackey@commercelexington.com or (859) 225-5005.

At our May event, we had nearly 100 people in attendance to network and hear "company pitches" from three University of Kentucky entrepreneurial student teams. The audience voted on the best pitch and each team was awarded a small monetary prize to help them with their business idea.



Mayor Newberry congratulates the winning entrepreneurial team at the recent LVC meeting.

BY THE NUMBERS:

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

- **New Business:** 39 new prospects interested in finding a new location or expanding operations;
- **Existing Clients & Local Entrepreneurial Companies:** 14 companies with potential expansions in Lexington;
- **Client Visits:** 13.
- **Existing Business Visits:** 60.

SUBMITTED BY: Gina Greathouse & Kimberly Solsbury
Commerce Lexington Inc. Economic Development Division

A Collaborative Effort of the Bluegrass Business Development Partnership (BBDP):



Biotechnology Industry Convention (BIO)

The economic development team attended the annual Biotechnology Industry Convention (BIO) in San Diego June 16 to June 20. Commerce Lexington partnered with the University of Kentucky and the Bluegrass Alliance in the Central Kentucky tradeshow booth that was a section of the Kentucky Pavilion hosted by the Kentucky Cabinet for Economic Development. During the tradeshow, Commerce Lexington met with many biotechnology companies and researchers. Commerce Lexington promoted the region, as

well as the economic development initiatives at UK to these prospective clients.

In conjunction with the tradeshow, Kentucky held the annual Governor's reception. In addition to Kentucky communities and universities, many of the prospects we met at the tradeshow attended the reception. Commerce Lexington and the Bluegrass Alliance was a sponsor of the event. This was a great opportunity for us to meet individually with biotech companies and showcase the region's attributes.

2008 New & Expanding Business Report

NEW BUSINESS	PRODUCT	REPORTED INVESTMENT	PLANNED JOBS
FGX Septech (2/08)	Coal machinery sales office & distribution center		3
Pacific Pulmonary Services (1/08)	Respiratory customer service call center	\$1,663,697	241
Transposagen (1/08)	Biotech company that provides unique animal models of human disease for drug discovery.		15
EXPANDING BUSINESS	PRODUCT	REPORTED INVESTMENT	PLANNED JOBS
Ky. Eagle Beer, Inc. (2/08)	Beer distribution center	\$14,725,611	5
2008 YEAR-TO-DATE:		\$16,389,308	264

STATISTIC OF THE MONTH: First Quarter Cost of Living Figures Released

ACCRA Cost of Living Index First Quarter 2008, 311 Participating Cities

The ACCRA Cost of Living Index has been released for the first quarter of 2008. According to the index, the cost of living for the Lexington Metro area decreased in excess of three (3) points when compared to the national average since the previous quarter. A total of 311 cities participated in this latest cost of living survey.

ABOUT THE INDEX: The ACCRA Cost of Living Index measures price levels for consumer goods and services in participating areas. The average for all participating places, both metropolitan and non-metropolitan, equals 100 (i.e. the national average equals 100). Each participants index is read as a percentage of the average for all places. The index does NOT measure inflation. The index reflects cost differences for a mid-management standard of living, and actual cost of living differences can change based on your residential location. Because the number of items priced is limited, it is not valid to treat percentage differences between areas as exact measures. The index does NOT take taxes into consideration.

City, State	Composite	Grocery	Housing	Utilities	Transportation	Health Care	Misc. Goods
Lexington, KY	94.7	88.8	90.0	107.8	94.0	92.5	97.9
Louisville, KY	93.6	83.6	87.0	113.8	93.9	92.2	97.3
Lafayette, IN	95.8	97.0	78.0	105.0	99.6	107.6	105.9
Charlotte, NC	94.7	101.2	79.9	94.5	99.6	111.3	102.0
Durham, NC	91.0	98.5	78.6	99.4	96.3	97.7	94.3
Raleigh, NC	102.0	98.4	98.3	90.8	98.8	106.1	110.5
Cincinnati, OH	91.6	87.9	82.8	104.0	99.1	91.3	94.9
Cleveland, OH	95.1	100.5	84.5	101.0	101.7	104.0	97.7
Columbus, OH	98.6	100.7	97.9	101.3	103.3	105.6	95.4
Dayton, OH	92.5	91.3	75.7	99.4	102.0	99.3	102.1
Charleston, SC	97.3	101.1	88.6	104.0	99.6	107.0	99.8
Nashville, TN	93.0	96.7	73.5	88.2	103.6	105.0	105.7

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

6th annual Entrepreneur Institute @ Sullivan University as Exciting as Ever!

Twenty-nine juniors and seniors from all five public high schools in Fayette County joined in a week full of fun activities and met with successful entrepreneurs and business leaders from Lexington. The unequalled community support included 16 business people, eight mentors, and one great university partner, Sullivan.

Throughout the week students visited area businesses, participated in teambuilding exercises, etiquette and general business sessions, which contributed to the overall experience during the week. For the week, students were divided into groups to develop a business plan for a business, which they presented to a panel of judges Friday afternoon. The week ended with an Awards and Recognition Ceremony at Commerce Lexington Inc..

The sixth annual Entrepreneur Leadership Institute, held at Sullivan University June 9-13, was sponsored by the Lexington Partnership for Workforce Development in concert with Sullivan University.

FOLLOWING ARE SUMMARIES OF THE WINNING IDEAS:

FIRST PLACE WINNER: Getthejewelry.com (Team: Kyle Beverly, Dunbar; Caroline Hall, Lafayette; Timothy Horton, Dunbar; Amanda Kuhn, Bates Creek; Kevin Kurz, Henry Clay).

"For that special sparkle when you need it;" Rent jewelry by the day, week or month via the Internet; Will offer better quality pieces than competitors & will have a no wait guarantee; Will get celebrity endorsements and have them wear jewelry at events such as the Grammys.

SECOND PLACE WINNER: The Green Cafe (Team: Yahieisha Adams, Lafayette; Sarah Bugg, Henry Clay; Nicholas Gross, Henry Clay; Shapell Guest, Bates Creek; Stephen Rodriguez, Lafayette).

An organic eatery using local suppliers; Facility will be eco-friendly; even the hand dryers will use 80% less electricity; Will have a peaceful garden and feature design; Will be located on the outskirts of downtown for easy access for those living downtown or in the suburbs.

THIRD PLACE WINNER: SCBAM-O (Team: Shelley Besten, Henry Clay; Christian Bobrowski, Dunbar; Mohammad Damra, Bryan Station; Ashley Thompson, Dunbar; Bennett Wethington, Lafayette).

"For the diver in distress;" A compact, light weight life raft in a tube; A small tank of CO2 will be activated to slowly inflate the raft to bring the diver up slowly because of the bends; a second larger tank will activate closer to the water surface to quickly raise the diver; The easily visible red raft will be tethered to the diver & will make it easier for rescue teams to spot.

OTHER TEAM PROJECTS:

Skyline Teen Dance Club & Cafe (Team: Anurag Bose, Dunbar; Darnell Dennis, Bates Creek; Joshua Fleischer, Lafayette; DeShaw Henderson, Bryan Station; Danielle McCormick, Bates Creek).

Bizscat & Chu Renovations (Team: Brandon Bisczat, Henry Clay; Yan Chu, Dunbar; Joshua Gamble, Henry Clay; Perry Gibson, Henry Clay).

Domination, The Interactive Textbook (Team: Jasher Austin, Dunbar; Aaron Howard, Henry Clay; Chelsea Martin, Henry Clay; Samantha Meador, Dunbar; Abid Shalash, Bates Creek).

MANY THANKS TO THE FOLLOWING FOR THEIR SUPPORT:

Sue Michael & the entire Sullivan Univ. team!
 Luke Murray, Live on Purpose & Young Entrepreneurs of Lexington (YEL)
 Brian Raney, Sfenity & YEL
 Alex Panait, YEL
 Harriet Dupree, Dupree Catering & Entre Vous
 Shawn Rogers, Small Business Development Ctr.
 Van Kirk, Autotech
 Pam Larson, PR Enterprises
 Wes Keltner, The Ad Option & YEL
 Tom Cunningham, TC Motion & YEL
 Kyle Lake, Done in Sixty Seconds & YEL
 Clay Duerson, Rally Entertainment & YEL
 Harold Tate, Downtown Development Authority
 Phil Holoubek, Lexington's Real Estate Company
 Alan Stein, Lexington Legends
 Dan Kloiber, Exstream Software by HP
 Kelley Sloane, Exstream Software by HP
 Tucker Ballinger, Republic Bank
 Elisa Bruce, Fifth Third Bank
 Mac Werner, UK Institute for Workplace Innovation
 Tyrone Tyra, Commerce Lexington Inc.
 Shirie Mack, Small Business Development Ctr.
 B.J. Webb, Republic Bank
 Michael (Chaz) Finney, Republic Bank
 Aalap Majmudar, Heal One & YEL
 Nick Solon, 3rd Dimension & YEL
 Janie Cottrell, Fayette Co. Public Schools
 Lori Collins, Bluegrass Workforce Investment Board
 Daryl Smith, KY Utilities/E ON
 Virginia Fairchild, Bluegrass Community & Technical College.



Team one researching and putting together their business plan for the Skyline Teen Club.

BELOW: Teamwork at the Georgetown Challenge Course.



LEFT: First place team, Getthejewelry.com, gets advice from the panel of judges.

RIGHT: Climbing the tower at the Georgetown Challenge Course.



A Texas-Sized Leadership Visit: Record 275 people trek to Austin, Texas

On June 4, 2008, a record 275 Bluegrass business professionals, elected officials, education and community leaders departed Blue Grass Airport for Austin, Texas, aboard two charter jets. Their mission? To examine Austin's successes and challenges in the hopes of further enhancing the already wonderful quality of life in the Bluegrass.

Among the largest and longest-running intercity visits by chambers of commerce and economic development agencies nationwide, Commerce Lexington Inc.'s 2008 Leadership Visit, presented by JPMorgan Chase, gave Bluegrass leaders a glimpse of what has made Austin one of the premier places to live and work in the country. From keynote speakers to table discussions to tours of area places of interest, trip participants got a first-hand look at the city known as "The Live Music Capital of the World."

WEDNESDAY, JUNE 4, 2008

The group arrived at Austin Music Hall, a former warehouse and chili factory transformed into a versatile environmentally friendly downtown concert venue, ready to begin the day. Commerce Lexington's 2008 Chair Ann McBrayer (Kentucky Eagle Beer)



Bill Straus Photography

RUMPKE

welcomed the crowd, followed by Linda Rumpke, president of JPMorgan Chase and this year's presenting sponsor, and Lexington Mayor Jim Newberry.

Almost to a person, Wednesday's speakers touted Austin's "weirdness," while emphasizing its willingness to take risks. Former Mayor Lee Cooke talked about Austin's transformation, which began in 1983 when a major research consortium located there and resulted in a variety of other companies.

Current Mayor Will Wynn spoke about the city's constant struggles in dealing with the rapid population growth, affordable housing, and transportation. The area has doubled in population about every 20 years for the last century, making mobility and housing projects major issues for years to come. Later, Texas State Senator Kirk Watson stressed the importance of the business community taking the lead in economic development efforts.

Over lunch, trip participants joined representatives from Austin for various table discussions. Entitled "The IT Session," local guests provided varying perspectives on how

More photos and videos of some of the sessions posted on-line at <http://leadershipvisit.commercelexington.com>

quality of life, development, entertainment and film, innovation and education all contribute to the overall economic development success of Austin. Table discussions were divided into the following topics: Build It; Play It; Live It; Learn It; and Start It.

On Wednesday evening, the group was treated to a reception at Shoreline Grill sponsored by Keeneland and the Kentucky Thoroughbred Association. Following the reception, a large portion of the group got to view the impact of Austin's nightlife and music scene on the local economy by participating in a pub crawl organized by local Anheuser-Busch distributor, Brown Distributing Co. Even on a Wednesday evening with the University of Texas semester completed, energy was evident

SEE "AUSTIN TRIP" ON PAGE 13

6



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Photos from 2008 Leadership Visit to Austin, Texas

For more photos from the Austin trip, visit <http://leadershipvisit.commercelexington.com>



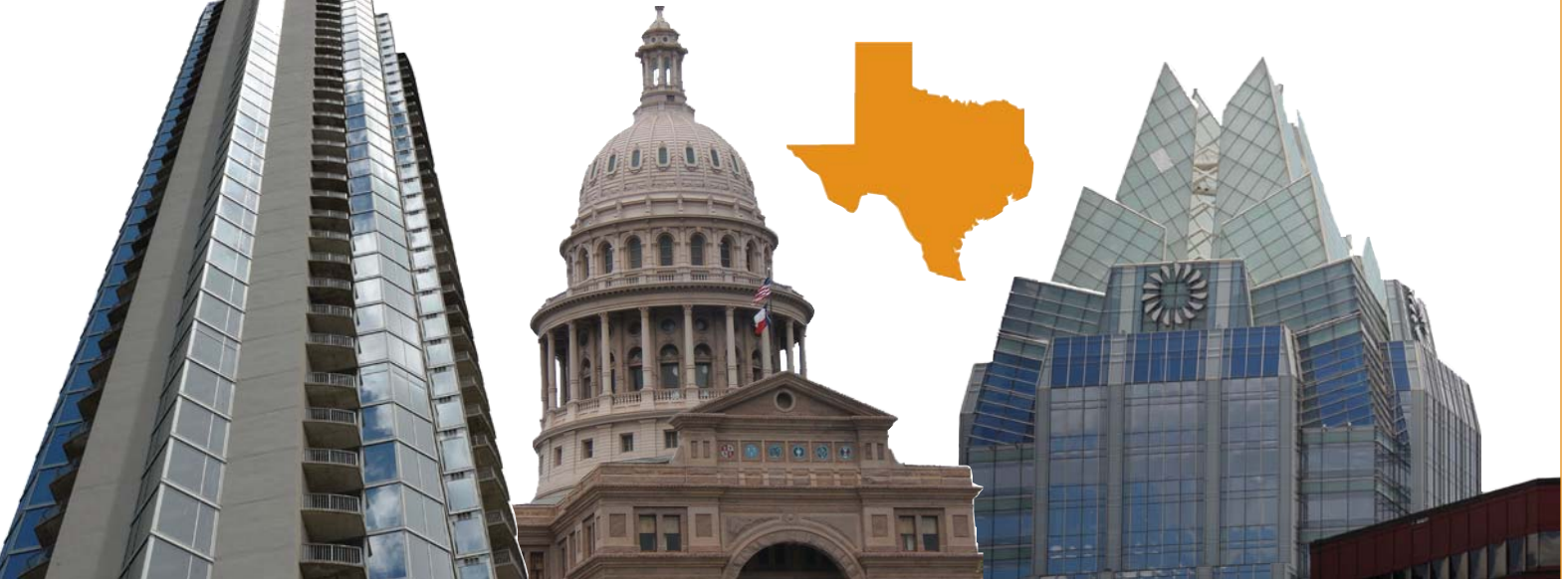
LEFT TO RIGHT: 1. & 2. Austin Music Hall was the location for the opening session on June 4, which featured table discussions with local Austin representatives. 3. Austin Mayor Will Wynn talked about his city's challenges with rapid population growth, including its struggles with transportation. 4. Commerce Lexington Inc. 2008 Board Chair Ann McBryer welcomed the participants to Austin. 5. U.S. Senator Kirk Watson stressed the importance of the business community taking the lead in economic development efforts. (Photos by Bill Straus Photography with exception of far left Austin Music Hall sign, which is CLX photo)



LEFT TO RIGHT: 1. Lexington Fire Chief Robert Hendricks (left) and Doug Gabbart enjoyed the Opening Night Reception at Shoreline Grill. 2. Amy Caudill (Blue Grass Airport) and Eli Mertens (TravelHost) talked at the Opening Night Reception. 3. LFUCG Director of Economic Development Anthony Wright (far right) facilitated a panel discussion on Austin's creative industries. Panelists included (left to right) Ed Bailey with Austin City Limits, Rodney Gibbs from the video game industry, and Jim Butler, the city of Austin's Creative Industries Development Manager. (Photos by Bill Straus Photography)



LEFT TO RIGHT: 1. The Bluegrass group experienced first-hand the impact of Austin's nightlife on the local economy. 2. Lexington Mayor Jim Newberry led a session on Friday morning. 3. Anthony Beatty, Sr. (University of Ky.) and Nick Rowe (Ky. American Water) at the Bank Dinner. 4. Janet Hill of Apple, Inc. talked about 21st Century learning environments for students. (Photos by Bill Straus Photography)



From Fear to Forte: Improve your presentation skills & change the way you communicate forever at next Breakfast Club event

PRESENTED BY:



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DOUG PETCH

Are your presentation skills keeping you from closing more sales and making more money? Does speaking in front of a large group make you anxious or even scared? Is being asked to speak on the spur of the moment a fear-inducing nightmare? Panic no more! This presentation by **Doug Petch** will show you how to go from fear to forte and change the way you communicate forever. Don't miss the next Commerce Lexington Inc. Breakfast Club event presented by Greenebaum Doll & McDonald, PLLC.

ABOUT THE PRESENTER

Doug Petch is an award-winning speaker and trainer. He is the current Toastmasters Area 41 International Speech Contest Champion. He spent over 20 years in the United States Army serving in elite Airborne and Special Operation Units. His experiences taught him the importance of communication skills to organizational and individual success. Petch is featured on an educational CD with three world champion speakers titled, *Panic to Power: Swift and Simple Speaking Strategies Anyone Can Use*. He and his wife Beth share a small farm outside of Winchester with their three retired greyhounds and two working draft horses.

TO REGISTER FOR THIS EVENT:

This event will be held on **Thursday, August 21**, from 8:00-9:30 a.m., at the **DoubleTree Guest Suites** (2601 Richmond Road). The cost to attend the Breakfast Club is \$25 per person (Commerce Lexington Inc. Members Only). To register, contact Katie Hardwick at (859) 226-1608 or khardwick@CommerceLexington.com.



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THURSDAY, JULY 24 2008 | 2:30-4:30 P.M.

Commerce Lexington Inc. hosting Open House for anyone interested in learning more about its programs and services

Do you know any individuals or businesses that could benefit by being members of Commerce Lexington? July 24th will be a great chance for them to learn more about our programs and benefits, and meet the Commerce Lexington Inc. staff.

Commerce Lexington is hosting an **OPEN HOUSE** for businesses/individuals interested in joining. Stop in between 2:30 and 4:30 p.m. on Thursday, July 24, to learn what nearly 2,200 Lexington area businesses already know!

OPEN HOUSE

Date: Thursday, July 24, 2:30-4:30 p.m.

Location: 330 East Main Street (on the corner of Main and Rose Downtown).

Join us for refreshments, door prizes, and a little networking!

RSVP: Contact Dana Zinger at dzinger@commercelexington.com or (859) 226-1607



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golf classic

EVENTS

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2008 Commerce Lexington Inc. GOLF CLASSIC Presented by



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Insight Media

How does your small business stack up among the best in the Bluegrass? Each year, Commerce Lexington Inc. recognizes the "best of the best" during Small Business Celebration presented by **Idearc Media - The Official Publisher of Verizon Print Directories**. Applications for the Independent Professional of the Year Award, the Minority Business of the Year Award, and the Small Business of the Year Award will be accepted **until Wednesday, August 6, 2008**.

In selecting this year's award winners, anonymous judges look for businesses that excel in several areas, including staying power, response to adversity, community involvement, company products and services, and growth.

ELIGIBILITY FOR EACH AWARD:

- The Independent Professional of the Year Award is open to all member business entities without any full-time employees other than owners.
- The Minority Business of the Year Award is open to all ethnically-owned businesses. Applicants must be members of Commerce Lexington.
- The Small Business of the Year Award is open to ALL member businesses of Commerce Lexington with 50 employees or less.

The Official Publisher
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Members can submit an application for only one of the awards.

Forms should be completed and returned with all supporting documents by August 6, 2008 to Commerce Lexington. Take a chance. Who knows? Your business could be among the best of the best during the 2008 Small Business Celebration Awards Dinner on Thursday, September 25 at the Griffin Gate Marriott Resort & Spa.

Need help or guidance in filling out your application? We can put you in contact with a Past Winner. Call us at (859) 226-1608.

2008 SMALL BUSINESS CELEBRATION AWARDS APPLICATION LOCATED ON NEXT PAGE ----->>

Forms due by Wednesday, August 6, 2008

Past Small Business Celebration Award Winners

SMALL BUSINESS OF THE YEAR WINNERS:

- 1986 Career Management Temp Services (Dick Blanchard)
- 1986 (tie) Diet Center of Chevy Chase (Bettye Page & Sandee Seeburger)
- 1987 Jenkins Trucking (Pam Jenkins)
- 1988 DataBeam (Lee Todd)
- 1989 Joseph Beth Booksellers (Neil Van Uum)
- 1990 James Sweat Moving Co. (James Sweat)
- 1991 Sweats Fifth Avenue (Dotti J. Berry & Barbara Anderson)
- 1992 Ryker Dental (Bart Mahan & Dan Ramsey)
- 1993 Avant Travel (Sharon Betts, Anne Ehl, Darlene Silvestri, and Melonie Tucker)
- 1994 Progressive Therapy (Mark Wallace)
- 1995 Lexnet (Debbie and Craig Rouse)
- 1996 Hammond Design Associates (Kelly Johns)
- 1997 Multi-Link (Wayne Mulberry)
- 1998 Monthie Mechanical (Kim/Jeff Monthie)
- 1999 James T. Nash (JTN Homes, Jimmy Nash)
- 2000 Great Harvest Bread Co. (Ron/Paula King)
- 2001 One Alliance Communications (Lisa Davis)
- 2002 John's Run/Walk Shop (John Sensenig)
- 2003 Images Model & Talent Agency (Janie Olmstead Head)
- 2004 Klausling Group (Roscoe Klausling)
- 2005 Buggies Unlimited (Bart Mahan)
- 2006 LCM Company (Linden Long)
- 2007 Preston-Osborne (Phil Osborne)

MINORITY BUSINESS OF THE YEAR WINNERS:

- 1997 Minnifield Enterprize, Inc. (Franky Minnifield)
- 1998 African American Forum, Inc. (Debbie A. and John E. Cole III)
- 1999 Imperial Paging (Frankie & Chiquita Hall)
- 2000 Mid-American Chemical (Caldwell Smith)
- 2001 Mr. Goodcents Subs & Pastas (Maurice and Faith Gayden)
- 2002 Old Happy Days Smokehouse (Jesse & Stephanie Morris)
- 2003 Scott-Larkin Dental Office (Drs. Michael Scott & Linda Larkin)
- 2004 Rising Star, Inc. (Phil Wilkins)
- 2005 Bluegrass Youth Ballet (Adalhi Aranda Corn)
- 2006 Worksmart, LLC (Marilyn Clark)
- 2007 Premier Mortgage Group, Inc. (D. McGinnis Mitchell)

INDEPENDENT PROFESSIONAL OF THE YEAR WINNERS:

- 2002 Elegantly Handled (Melia Hord)
- 2003 j. holloway & associates (Janet Holloway)
- 2004 Advertising Specialties (Lisa Parke)
- 2005 George Clarke House Bed & Breakfast (Kathryn Bux)
- 2006 WideEyed.com (Charlotte Caldwell)
- 2007 Bill Straus Photography (Bill Straus)



Have business documents that need to be translated?

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2008 Small Business Celebration Award Application



The Minority Business of the Year Award is open to all ethnically-owned businesses that are Commerce Lexington Inc. members. For questions about the Minority Business of the Year Award, contact Tyrone Tyra at (859) 226-1625 or ttyra@CommerceLexington.com.



The Small Business of the Year Award is open to all member businesses of Commerce Lexington with 50 employees or less. For questions about the Small Business of the Year Award, contact Katie Hardwick at (859) 226-1608 or khardwick@CommerceLexington.com.



The Independent Professional of the Year Award is open to Commerce Lexington member business entities without any full-time employees other than owners. For questions about the IPN Award, contact Katie Hardwick at (859) 226-1608 or khardwick@CommerceLexington.com.



Calculating Employees

For the Small Business of the Year Award, the 50 employees (or less) counts as 50 full-time employees or a combination of full-time and part-time employees, where part-timers count as half of a full-time employee. For example, if you had yourself as the full-time owner of your business and 60 part-time employees, then your total would be 31.

Please use additional sheets to discuss the following areas:

1. Describe business history - how started, by whom, any major changes, etc.
2. Describe products/services & how they originated, with special emphasis on any unique or innovative aspect of the business.
3. Describe company growth, such as increase in employees, sales volume, expanded locations, revenue, expanded or enhanced services to clients, etc.
4. Describe any business challenges faced & how they were overcome.
5. Describe civic & community activities - ways you or your company have contributed to the community.

Note: Some of the above aspects may or may not be applicable to your business. Include information that applies to your company and is necessary.

Forms Due By 5:00 p.m. on Wednesday, August 6, 2008

I would like to be considered for: **SELECT ONLY ONE AWARD**

- Minority Business of Year Award Small Business of the Year Award
- Independent Professional of Year Award

NOTE: Members can submit an application for only one small business award.

Name: _____

Business: _____

Address: _____

City: _____ State: KY Zip: _____ Phone: (____) _____

Type of Business: _____ E-Mail: _____

Employees: (full-time) _____ (part-time) _____ Years in Operation: _____

Please list two references:

(1) Name: _____ Title: _____

Business: _____ Phone: _____

(2) Name: _____ Title: _____

Business: _____ Phone: _____

Need help or guidance? We can put you in contact with a Past Winner. CONTACT Katie Hardwick at (859) 226-1608.

2008 Small Business Celebration Presented by



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All applications and supporting documents should be submitted to the attention of

Katie Hardwick
Events Coordinator

Commerce Lexington, Inc.
330 East Main St., Suite 100
Lexington, KY 40507

By 5:00 p.m., Wednesday, August 6, 2008

Next Business Link event set for July 23 at Fifth Third Tennis Championships

If it's late July in Lexington, then it must be time for the Fifth Third Bank Tennis Championships, which also means it's time for



the Commerce Lexington Inc. **Business Link** after-hours event. On **Wednesday, July 23**, the tournament plays host to our Business Link, where business owners and professionals can expand their client base while taking in the great tennis action.

The Business Link will be held from 5:00-7:00 p.m. that evening at the University of Kentucky's Hilary J. Boone Tennis Complex off Cooper Drive. The cost to attend the Business Link is \$5 for members of Commerce Lexington, and \$10 for potential members (payable at the door). The cost also includes admission to that night's tennis action.

There will be **NO EXHIBIT SPACE** available at this Business Link.

ABOUT THE TOURNAMENT:

The Fifth Third Bank Tennis Championships are "taking the world by storm!" With fun for all ages, exciting

tennis action and an international flair, the Fifth Third Bank Tennis Championships, presented by Lexus Store of Lexington, returns to

Central Kentucky for its 13th year. This year's tournament will be played July 21st through the 27th on the campus of the University of Kentucky and features exceptional tennis, Bluegrass hospitality and a nightly Kids Zone. For tickets, call 317-2200 or visit any Fifth Third Bank location. For more information on the Championships, visit on-line at www.lexingtonchallenger.com. Some of the activities surrounding the tennis tournament include:

- July 19-21: Qualifying Rounds
- July 21: Pro-Am Tournament
- July 22: Ladies Night
- July 23: Cardinal Hill Rehabilitation Hospital Night; CLX Business Link
- July 25: Men's & Women's Quarter Finals
- July 26: Men's & Women's Semifinals
- July 27: Men's & Women's Singles and Doubles Finals



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