

Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | DECEMBER 2022 | VOLUME XXX, ISSUE XII



@330 Series: Leverage Discount Programs to Improve Your Bottom Line

December 13th
Virtual Event
Presented By:



INSIDE THIS ISSUE:

2023 Public Policy Statements
Coming in January 2023 Issue

SAVE THE DATE: An Evening With
Commerce Lexington is Jan. 26th

Get Your First Look at EMERGE 2023
Breakout Session Topics

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BUSINESS FOCUS

December 2022: Volume XXX, Issue XII

Message from the Outgoing Board Chair

Throughout this year, Commerce Lexington has continued to embrace innovative ideas, partnerships, and a collaborative spirit that have helped produce quality events and programs for all businesses – no matter the type or size. The same collaborative focus that helped our community get through the peaks and valleys of the pandemic has now put us in a position to reach new levels of economic success, equity and inclusion, and regional vision.

We know that diversity, equity and inclusion are key aspects to our efforts in business recruitment and retention, so we must always stay vigilant in ensuring that all segments of our community not only have a seat at the table, but also have the equal access and opportunity to succeed. Commerce Lexington has been proud to be part of the Black Faith Leaders Collaborative, which meets regularly to explore ways to accelerate procurement levels for minority-owned businesses.

Our Community & Minority Business Development Program has been at the forefront of supporting minority business owners and entrepreneurs – whether it's financing through our Access Loan Program, connecting to local procurement opportunities, or educational opportunities through its Money Smart classes. In late January, Commerce Lexington was recognized with the 2022 UNITY Award from the Alpha Beta Lambda Chapter of Education Foundation of the Alpha Phi Alpha Fraternity for carrying out the legacy of Dr. Martin Luther King, Jr. and going above and beyond the call of duty in working toward unifying our community. There is still much work to be done in the DEI space, but our community has taken some important steps in the right direction.

In May, about 150 Central Kentucky leaders studied the Tampa-St. Petersburg, Florida region during the 2022 Leadership Visit. Our delegation had the opportunity to interact with many great speakers, while learning about things like housing affordability, regional collaboration, equity, talent development, placemaking and more. These annual intercity visits enable participants to see firsthand what works well and maybe not so well in other communities, so that we may leverage that experience to enhance things here at home.

Taking it a step further, many of the most successful communities Commerce Lexington has visited have strong regional partnerships and shared policy priorities that drive business and community leaders in a common direction. Regions that work together effectively toward common goals are better positioned to successfully navigate the challenges of the future.

For the last couple of years, an Economic Leadership Steering Committee comprised of public and private sector representatives from our nine-county economic development region developed a Competitiveness Plan for Central Kentucky. The final report includes several recommendations and action items focused on economic development, talent recruitment and retention, and regional leadership development.

Leaders from across the region recently gathered at the Regional Summit to learn how we can make Central Kentucky more economically competitive for jobs and talent. In a post pandemic world where businesses and people can live and work from almost anywhere, building a stronger region has never been more important.

Like many regions, we have a huge challenge in front of us to address our workforce challenges. Kentucky has the lowest workforce participation rate among its neighboring states, so we must continue to seek innovative solutions to skills training and talent recruitment. Earlier this year, the Business & Education Network partnered with the Lexington Fayette Urban County Government, Bluegrass Community & Technical College (BCTC), CHI Saint Joseph Health, Baptist Health and UK Healthcare to launch "Accelerate Lexington," a fully paid Certified Nursing Assistant (CNA) training program for selected candidates. This initial eight-week pilot program was a response to the healthcare worker shortage in Kentucky and resulted in 15 participants now employed by area hospitals. Many more ideas and programs like this will be necessary to further strengthen our workforce.

As I close my time as Board Chair, I want to take this opportunity to thank the staff, board, and many of you within our membership who have made Commerce Lexington effective and unified in its mission to increase business success and economic prosperity across our community. The organization will be in great hands with Cassidy Rosenthal from Stites & Harbison at the helm in 2023, and I look forward to what we will accomplish together in the future.



JOHN GOHMANN
REGIONAL PRESIDENT
PNC BANK

2022 BOARD CHAIR



Business Focus is published once a month for a total of 12 issues per year by Commerce Lexington Inc., 330 East Main Street, Suite 100, Lexington, KY 40507. Phone: 859-254-4447.

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Printing: Post Printing

Mail Service: SouthEast Printing & Mailing
Service, LLC (2610 Palumbo Drive)

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, P.O. Box 1968, Lexington, KY 40588-1968.

Display Rates:

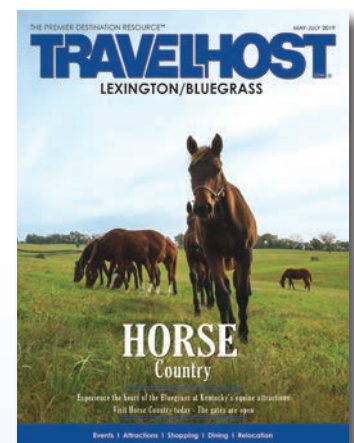
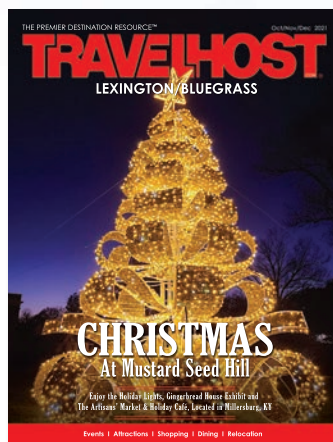
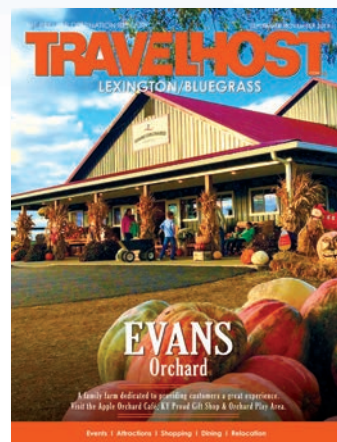
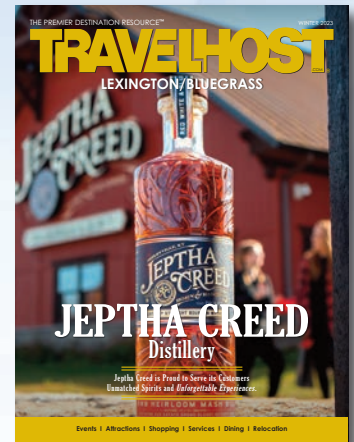
For DISPLAY RATES in Business Focus, contact Mark Turner at mturner@commercelexington.com.

Personnel Updates:

Submit your company's awards and milestones or personnel changes and additions to mturner@commercelexington.com. Personnel news might include promotions, additions, awards and milestones, recognitions and certifications and/or appointments. Information is published only as space permits.

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ECONOMIC DEVELOPMENT

Submitted by Gina Greathouse, Niki Goldey, Cheryl Klever, Falon McFarland & Katie Vandegrift

Sterling Thompson Celebrates Opening of New Fayette Co. Location

Sterling Thompson recently opened its first brick and mortar location in Fayette County on Tates Creek Road near New Circle. Sterling Thompson Company has a significant client presence in Fayette County and surrounding areas through its strong Farm and Equine Division, as well as its Personal and Business Insurance departments.

Bob Quick, President and CEO of Commerce Lexington, said, "Sterling Thompson Company has shown a commitment to independence and a commitment to serve all of their community partners. We are even more excited to know this commitment to service has expanded to Lexington."

With this new physical presence in Lexington, Sterling Thompson Company looks forward to not only supporting their local client base, but the Lexington and surrounding communities at-large.

Lexington Councilmember Hannah LeGris said, "We're excited to welcome Sterling Thompson Company's first Fayette County brick and mortar location to Lexington's 3rd District – and pleased that their growth as an agency has been reflected here in our community."



Left to right: Jack Goldthorpe (Sterling Thompson), Callie Wall (Sterling Thompson), Councilmember Chuck Ellinger, Councilmember Hannah LeGris, and Commerce Lexington President & CEO, Bob Quick, cut the ribbon on Sterling Thompson's new location at 3399 Tates Creek Road, Suite 210, during a grand opening event on October 26th. (Commerce Lexington photo)



Kentucky United Visits Chicago

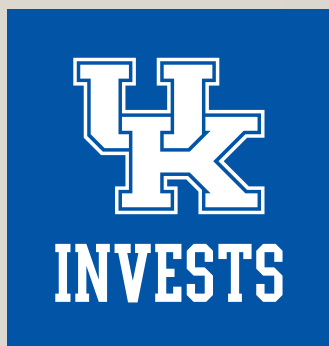
Kentucky United, the Commonwealth's economic development marketing partnership between KAED and the Kentucky Cabinet for Economic Development, recently banded together for a promotional visit to Chicago October 19-20. Niki Goldey joined as the Lexington economic development representative. Kentucky United members hosted national site consultants for a reception with Secretary Jeff Noel, as well as a bourbon and water tasting with Raelyn Adkins of Beam Suntory and Kelley Dearing Smith of Louisville Water Company. While in the city, the group also met with GACC Midwest, German American Chamber of Commerce of the Midwest, a long-standing Kentucky partner.

Commerce Lexington Economic Dev. Team Attends KAED Fall Forum

The Kentucky Association for Economic Development (KAED) consists of more than 900+ members that represent 600+ unique companies who share a common interest in building and growing Kentucky. The organization is governed by a 13-member Board of Directors and managed by full time professional staff. KAED works with the Cabinet for Economic Development and other state organizations to influence policies and legislation that encourage growth and development in the Commonwealth.

On November 2-3, economic development professionals from across the state gathered in Ashland, KY for the annual fall forum to listen to special guests and panelists who shared their expertise on site selection, policy development, legislative advocacy, broadband, and higher education, among other topics. The Kentucky Product Development Initiative is top of mind for the state's economic developers. An update was provided by Michaela Martin at Site Selection Group, LLC on the current program and education about the site selection process. Attendees also had an opportunity to hear from Secretary Jeff Noel of the Kentucky Cabinet for Economic Development, as well as **Rocky Adkins (pictured at right)**, Senior Advisor to Governor Andy Beshear.





INVESTING IN OUR STUDENTS

UK Invests is a first-of-its-kind initiative nationally and a holistic wellness program anchored by financial education.



At the University of Kentucky, we are dedicated to upholding a powerful promise – to prepare our students to lead lives of meaning and purpose.

Part of that commitment is empowering and encouraging students to understand the importance of investing in themselves and their future.

One way we are doing that is through a **new, first-of-its-kind program called UK Invests.**

UK Invests is a holistic wellness initiative anchored by financial education. Ultimately, through this initiative, everyone on our campus can receive a personal investment account that will be used to incentivize and reward behaviors and habits, beginning with financial education and expanding to other healthy activities.

“At the University of Kentucky, we believe education is transformative. We’re adding another

dimension to this transformative experience,” UK President Eli Capilouto said. “The power of saving a little today – and compounding interest over a lifetime – is undeniable. UK Invests is the next step in what has been a long-term commitment we have made to the success of our students.”

This program sets UK apart from other colleges and universities by teaching real-world situations to demonstrate the benefits of saving and investing early.

“We can say we’re going to put students first, but by stepping forward in this way, we do put students first,” UK President Eli Capilouto said. “We believe in them, their future and what it can mean for Kentucky.”

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ECONOMIC DEVELOPMENT

DevelopLEX Podcast Details E.D. Process

The DevelopLEX podcast dives into the ins and outs of real estate development and investing here in Lexington. The series features interviews with some of Lexington's most prominent real estate developers that have played a major role in building Lexington into what it is today. The November 10th episode featured our very own Gina Hampton Greathouse, who detailed how our team works with clients and consultants to help companies relocate or expand in Lexington and the Bluegrass Region. **Scan the QR code below to hear the entire conversation.**



Vector Corrosion Technology Grand Opening

Earlier this year, Governor Andy Beshear, Lexington Mayor Linda Gorton, and Commerce Lexington President and CEO Bob Quick highlighted Vector's intention to locate in Lexington and invest over \$1 million to establish a 15,000-square foot manufacturing facility on Winchester Road, creating 20 full-time jobs including supervisory, quality control, shipping and receiving and production line workers.

On October 18, an official grand opening was hosted at Vector's new manufacturing facility at 800 Winchester Road. With offices in Canada, the United States of America, the United Kingdom and the United Arab Emirates, Vector partners with over 20 distributors globally to service key markets in Europe, Asia, the Middle East and Latin America.

Bob Spriggs, Vector CEO, said: "Today's ceremonial ribbon cutting is an exciting event for Vector as we continue to gear up quickly to bring Kentucky-made corrosion solutions to extend the life of critical infrastructure throughout the country."



Left to right: Bob Quick (Commerce Lexington), Councilmember Liz Sheehan, Chris Ball (Vector Corrosion), Bob Spriggs (Vector Corrosion), Rocky Adkins, Senior Advisor to Gov. Andy Beshear, Bill Bell (American Council of Engineering Companies of Kentucky), and Don Wilkins (Marine Solutions). (Commerce Lexington photo)

STAT OF THE MONTH: Lexington Ranked #7 in Best Cities for New College Graduates

SmartAsset released ITS annual Best Cities for New College Graduates report earlier this year and Lexington broke the top ten for the fourth straight year. The study scores data between jobs, affordability, and fun to determine the rankings of major cities across the United States. Lexington's low unemployment rate, low cost of living, and food and entertainment scene make it an ideal location for graduates to start their careers.

Rank	City	Job Score	Affordability Score	Fun Score	Ranking Index
1	Cincinnati, OH	66.08	95.02	96.23	85.78
2	Columbus, OH	71.82	72.85	98.32	81.00
3	St. Louis, MO	47.38	88.69	94.13	76.73
4	Milwaukee, WI	46.63	84.16	85.74	72.18
5	Madison, WI	75.81	42.53	97.48	71.94
6	Indianapolis, IN	63.09	78.28	72.33	71.23
7	Lexington, KY	44.64	82.81	80.50	69.32
8	Nashville, TN	68.83	42.08	96.02	68.98
9	Pittsburgh, PA	47.63	76.92	80.50	68.35
10	Birmingham, AL	46.88	76.47	79.66	67.67
11	Richmond, VA	49.63	51.58	100.00	67.07
12	Minneapolis, MN	86.28	52.04	61.01	66.44

Source: SmartAsset, Best Cities for New College Grads, 2022.



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2022 BY THE NUMBERS:

For 2022 year-to-date (at press time), Commerce Lexington's Economic Development Division had responded to calls from:

TOTAL PROSPECTS SINCE JANUARY: 49

- 1 Startup/entrepreneur.
- 19 companies with potential expansions.
- 29 prospects interested in relocating to the Lexington area.

Existing Business Visits: 70

Existing Business Attempts: 145

Site Visits: 18



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EVENTS

2023 Leadership Visit Set For Grand Rapids, Michigan, June 5-7

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Commerce Lexington is pleased to announce that the **2023 Leadership Visit presented by Central Bank & Trust Co.** will take us to Grand Rapids, Michigan, June 5 - 7, 2023. This centrally located community is a hub for research, innovation and boasts a thriving regional economy. A combination of outstanding jobs, educational opportunities, health care, and affordable housing are just a few of the reasons why this community attracts young professionals and businesses from around the globe. You'll experience some of this city's world-class attractions, a thriving arts and cultural scene, while enjoying a few nationally-ranked food and craft beverage venues. No wonder this community is consistently ranked as a top visitors and convention destination.

With a strong business climate and exceptionally high quality of life, it's no surprise businesses and talent are flocking to the region. More than 130 international companies are located here, as well as four of Forbes Largest Private Companies. The region is home to the global headquarters of industry leaders like Amway, Steelcase, Herman Miller, Haworth, BISSELL, Wolverine Worldwide, and more.

Grand Rapids is one of the cities leading Michigan's population growth, with a 4.0% increase in population over a 5-year period (2015-2020). Year over year, the city has been touted as a 'Millennial Magnet' by more than one independent study. Join

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us as we learn why professionals, families, businesses and visitors love Grand Rapids. The Leadership Visit delegation will explore the stories that have made Grand Rapids what it is today, while writing Lexington's own story of success.

TO REGISTER:

Registration is available now at **commercelexington.com** for the 2023 Leadership Visit to Grand Rapids, Michigan. Full registration includes charter air travel, meals as outlined in the agenda, and two nights' accommodations at the JW Marriott.

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Makenzie W. — Top Shelf Lobby ★★★★★

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2022 An Evening With Commerce Lexington (Photo by Mahan Multimedia)

An Evening With Commerce Lexington is Set for Thursday, January 26, 2023

Presented by **Fifth Third Bank**, **An Evening With Commerce Lexington** will take place on **Thursday, January 26**, from 5:30 - 8:30 p.m. at Central Bank Center. During this premier networking and community recognition gathering, we'll celebrate the regional business community, recognize a few people who were instrumental in the success of our organization, and set the stage for going forward.

We are so pleased that a new tradition and format for this annual event has taken hold. Participants will enjoy great music, food and drink, a brief program, and of course connecting with other business professionals and colleagues inside the recently-renovated convention center in the heart of downtown Lexington.

Despite the challenges over the last few years, the Central Kentucky business community has persevered through collaboration and innovation, while providing quality programs and services to members across the region. We appreciate all who have contributed to this success!

TO REGISTER:

The cost to attend this Commerce Lexington members' only event is \$159 per person or \$1,590 for a table of ten. Register on-line at www.commercelexington.com.

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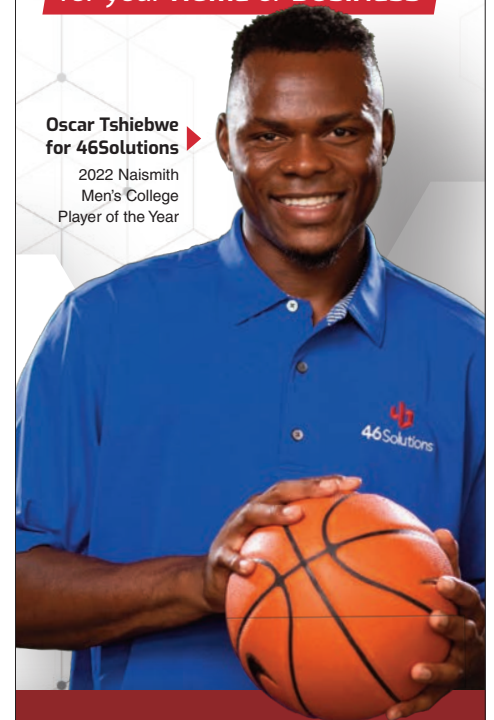
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Member Discount on Workers' Compensation Insurance Introduced

Commerce Lexington is pleased to introduce another member savings opportunity. Through a partnership with ClearPath Mutual and the Kentucky Chamber of Commerce, Commerce Lexington member businesses of all sizes can receive a 10-percent discount on their workers' compensation insurance coverage. This discount offer is available to both new and existing ClearPath customers, provided they are members in good standing with Commerce Lexington within 30 days of the policy effective date. ClearPath Mutual has approximately 7,100 policyholders and nearly \$50 million in premiums, making it one of the largest and most financially stable providers of workers' compensation in Kentucky. The company has an AM Best Rating of "A-" (Excellent) with Stable Outlook.

DISCOUNT QUALIFICATIONS:

- Must be a member in good standing within 30 days of the policy effective date.
- Minimum of 3 years in business, or management experience.

- Experience modification factor of 1.30 or less.
- Cooperation with Loss Prevention services.
- All other existing Underwriting Guidelines prevail.

OTHER DETAILS:

- Existing ClearPath Mutual policyholders are eligible at their renewal.
- It is the responsibility of the agent to notify ClearPath if the policyholder is a member of any participating chamber.
- Once applied, you will see the discount listed in the premium calculation under "Association Discount".

CONTACT:

If it is time for your company to renew your workers' compensation insurance, make sure you're getting the most out of your membership! For more information, contact Dawn Flickinger at 859-226-1609 or dflickinger@commercelexington.com.



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Contact Commerce Lexington to Learn More!

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Partnership Helps Small Businesses Reduce Health Insurance Costs

One of the key benefits of Commerce Lexington Inc. membership gives you access to cost-saving discounts, including the opportunity for substantial savings on health insurance. Through our partnership with Humana HealthSolutions and our association health insurance plan, member companies with 2+ employees within eligible SIC Codes can realize significant savings on health insurance premiums. You'll want to check with your insurance broker to see if your company's SIC code is eligible. You can find Commerce Lexington Humana agents listed on-line at <https://web.commercelexington.com/Insurance-Humana-AgenciesAgents>.

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In addition to great savings, Humana also offers a multiline group discount for all chamber association group sizes and employers having 2 to 99 enrolled employees who purchase Humana medical, dental and vision benefits. When a Kentucky Chamber Association group purchases Humana medical, dental and vision plans, they'll receive a 2%* discount on their medical plan. So, now you can care for your employees and your bottom line.

Examples of Eligible Businesses Include:

- Mining, Construction, Manufacturing: Metal & Coal Mining, Building Construction, Food and Kindred Products, Textile Mill Products, Furniture and Fixture, Manufacturing Industries.
- Wholesale & Retail Trade: Wholesale Trade Goods, Building Materials, Hardware, Garden Supply, General Merchandise Stores, Food Stores, Apparel and Accessory Stores, Eating and Drinking Places.

CONTACT:

For additional information about association health insurance plans through the Commerce Lexington/Humana partnership, contact a Humana insurance agent or e-mail Kristie Woodrum for more information at kwoodrum@commercelexington.com.

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EVENTS

VIRTUAL EVENT

@330 Series: Cost-Saving Discount Programs for Your Business

PRESENTED BY



@330 SERIES:

WHEN: Tuesday, December 13

TIME: 3:30 - 4:30 p.m.

WHERE: Via Zoom

TOPIC: Cost-saving programs for your business

REGISTER: Register on-line for this members' only event at commercelexington.com.

During the next Commerce Lexington **@330 Series event presented by Lexington Event Company** on **Tuesday, December 13**, from 3:30 - 4:30 p.m. **via Zoom**, participants will learn how to take advantage of several cost-saving discount programs through Commerce Lexington that can help you keep more of your money during this holiday season. Hear from our award-winning account executive team, including Kristin Taylor and Kristie Woodrum, as well as individuals representing several of our affinity discount program providers - Humana, ODP Business Solutions, ClearPath Mutual, and RevLocal.

Just by being a member of Commerce Lexington, your business can realize a quick return on your membership investment by utilizing discounts on things like health insurance, office supplies, workers' compensation insurance, and digital marketing.

- Commerce Lexington has partnered with **Humana** to offer affordable health coverage exclusively for our members with 2+ employees in certain qualifying industries.
- Through **ODP Business Solutions**, you have

access to the most aggressive pricing and prime vendor perks for all your home office and business office needs.

- Through a partnership with **ClearPath Mutual**, member businesses of all sizes can receive a 10-percent discount on their workers' compensation insurance coverage.
- Commerce Lexington has partnered with **RevLocal** to offer a special 25% discount on initial onboarding fees to active members who sign up for any of RevLocal's marketing services.

TO REGISTER:

The @330 events feature a topical presentation that is relevant to the success of entrepreneurs, business owners and business professionals. There is no cost to attend this members' only event. Once you register online at commercelexington.com or by scanning the QR code to the right, a Zoom link for the event will be sent to you.



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SAVE THE DATE: 2023 EMERGE Conference Set for March 7th



2022 EMERGE Conference (Photo by Mahan Multimedia)

For the tenth consecutive year, Commerce Lexington's EMERGE Conference will bring together the next generation of Central Kentucky leaders for a full day of networking, engaging keynote speakers, informative breakout sessions, and discovering ways to better connect to and impact the community. An outgrowth of one of Commerce Lexington's past Leadership Visits, the **2023 EMERGE Conference presented by Forcht Bank** will take place on **Tuesday, March 7**, from 8:00 a.m. to 5:00 p.m. at Central Bank Center in the heart of downtown Lexington.

COMMUNITY EDUCATION BREAKOUT TOPICS:

Small Business Collectives
African Americans' Impact on the Bourbon Industry
Community Art Discussion
Getting Involved in Agriculture
Violence in Lexington
Regional Competitiveness

PROFESSIONAL DEVELOPMENT TOPICS:

Becoming a Valuable Team Member
Traits of Leadership
How Personal Values Impact Teams
Creating Your Best Life
Effective Communication
Evolving Your Career

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TO REGISTER:

The cost to attend 2023 EMERGE is \$198 per person for Commerce Lexington members, \$225 for non-members, and includes a full-day program, luncheon, keynote speakers, and reception. Registration is open now and available on-line at emergelexington.com.

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Winner's Circle Campaign Approaching Total Production Goal

Commerce Lexington's annual Winner's Circle campaign kicked off in August, and volunteers have surged over the last month or so, reaching 97% of the total production goal. This annual fundraising campaign enlists the help of volunteers from throughout the community, who seek to bring in new

members, renewals and membership upgrades, while informing existing members of services and marketing opportunities available through Commerce Lexington.

Volunteers, staff and campaign leadership celebrated their success during Reward Socials hosted at VisitLEX (Oct. 27) and Old

North Bar at Greyline Station (Nov. 17). Top producing teams at press time of this issue were **American Trust, Central Bank & Trust Co., and Wes-Banco Bank**, while the top volunteers at this point of the campaign include so far were **Abby**

Vaughn (American Trust), **Todd Sallee** (Stock Yards Bank & Trust), **Cheryl Eadens** (Bluegrass Office Systems), **Victoria Carling** (City National Bank), and **Raquel Carter** (Guide Realty).

Volunteers will be out and about throughout the community contacting members to ensure they are getting the most out of their membership and informing them of sponsorship opportunities that can help them maximize their visibility and reach their target audiences.

Co-chairs Ray (Equity Solutions Group) and Tiffany Daniels (Chiropractic Care of Lexington) are leading this year's campaign, which marks the first time in its 20-year history with co-chairs.

If you have thought about marketing your business or organization through the opportunities available at Commerce Lexington events or in publications, now is a great time to consider the sponsorships for 2023 that meet your marketing needs.



ABOVE: Lisa Parke (ADVERTISING SPECIALTIES...) and Abby Vaughn (American Trust) enjoyed the recent Reward Social at Old North Bar.



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Volunteers at Old North Bar

Emerging Leaders of the Bluegrass Focuses on Networking, Team Building in December

The Emerging Leaders of the Bluegrass program **presented by Keeneland** is a comprehensive initiative that helps emerging leaders expand their capacity to perform in leadership roles within Central Kentucky through professional development, networking, mentoring and community education opportunities. On December 13th, the program will focus on networking, team building, and just plain fun at Activate Games! Activate offers high-tech games that test your physical and mental agility across a wide variety of real-life challenges. Choose from hundreds of combinations of games and difficulty levels, each lasting one to three minutes with multiple options for team play so you can work alongside other Emerging Leaders. Those who would like to attend these upcoming events must be Emerging Leaders of the Bluegrass passholders.

JOIN EMERGING LEADERS:

Purchase your annual pass today and begin expanding your capacity through professional development, networking and community education opportunities. The cost for a full year of professional development programming is \$100 for Commerce Lexington members, \$125 for non-members, and \$50 for students. To learn more about Emerging Leaders of the Bluegrass, visit www.emergingleadersbg.com.

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In November, emerging leaders learned how to integrate design thinking into their work and how to develop creative and critical thinking skills needed to solve complex problems with Dr. John B. Nash from the UK Department of Educational Leadership Studies. (Photo by Mahan Multimedia)

34TH

ECONOMIC OUTLOOK CONFERENCE

HEAR IT FROM THE NATION'S EXPERTS:

MARK E SCHWEITZER
FROM CLEVELAND
FEDERAL RESERVE

FEBRUARY 7TH, 2023

8:30 A.M. - 12:00 P.M.
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Leadership Central KY Looks at Fayette County's Regional Impact

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Recap by Carly Guinn, Hallway Feeds

And they're off! The Leadership Central Kentucky (LCK) class spent its October Day Session in Fayette County discovering the unique businesses the county has to offer.

The crisp morning began at Keeneland Racecourse trackside as outriders were breezing horses on the track. We then discussed the Breeder's Cup that was set to take place at Keeneland on November 4-5. This event brings in 40,000 spectators to the Bluegrass Region alone - not to mention the Breeders' Cup Festival happening the entire week prior in downtown Lexington. We also toured the racing office, sales area, and talked with the Chaplain's department.

Next, the class headed to Bluegrass Community and Technical College Newtown Campus to discuss regional competitiveness with Commerce



Kara Heissenbuttel (far right) giving a tour at Keeneland of the three-story structure set up for the Breeders' Cup chalet during Leadership Central Kentucky's October Day Session in Fayette County.

Lexington's Andi Johnson, Gina Greathouse and Bob Quick. Also among the discussion was Kevin Atkins representing Mayor Linda Gorton's office. In this gathering, we talked about how influential the economic success of our region is on the state's success.

To satisfy our hunger, we headed to DV8 Kitchen where we were met with exceptional service and food. We heard from Rob Perez, co-founder of DV8. He talked about the concept of his restaurant being a second chance employment opportunity for those looking for a new beginning.

Continuing our journey around Third Street, we met with Mark Lenn Johnson and Yvonne Giles at the Artist Village at The Met. Dr. Yvonne Giles grabbed all our ears with her remarkable stories from Lexington's past. As she guided us around the Isaac Murphy Memorial Art Garden, we learned what a substantial role Isaac Murphy played in the horse racing industry.

Jaunting across town, we met with VisitLEX, discussing regionalism and the economic impact tourism has. You'll recognize our class members sporting their new Lexington Horse pins graciously given to us!

To finish the day off right, we ended at Crank & Boom Craft Ice Cream for sweet treats and further leadership development. All in all, it was a wonderful day of education and excitement.

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Leadership Lexington Class Explores Workings of Government

Recap by Commerce Lexington Staff

The 2022-23 Leadership Lexington class presented by McBrayer held its Government Day on November 10th. Class members gathered at the LFUCG Government Center in the Council Chambers for a welcome from Mayor Linda Gorton.

Next, Chief Administrative Officer Sally Hamilton provided an overview of city services provided by LFUCG, which was the first merged government in the state of Kentucky. Councilmembers Amanda Mays Bledsoe and Susan Lamb then shared information about our city council and reflected on their experience serving in the councilmember role. The class divided into groups for an interactive budget simulation following a budget briefing provided by Bledsoe.

After relocating to the Fayette Circuit Courthouse for lunch, class members heard from Congressman Andy Barr, U.S. Representative for Kentucky's Sixth Congressional District. They were next provided with an introduction to the court

system featuring Judge Denotra Gunther (Fayette District Court), Judge Lucinda Masterton (Fayette Circuit Court), Judge Pamela Goodwine (Kentucky Court of Appeals) and Chief Justice Laurance B. VanMeter (Kentucky Supreme Court), as well as the Fayette County Commonwealth's Attorney Kimberly Baird, Fayette County Circuit Court Clerk Vincent Riggs, and Valerie Church with the Kentucky Department of Public Advocacy.

The final session of the day was a legislative preview with State Representative Killian Timoney and State Senator Ralph Alvarado.



The Leadership Lexington class participated in Government Day on November 10th. In the Urban County Council Chambers, class members listened to Councilmember Amanda Mays Bledsoe and CAO Sally Hamilton. (Photo by Mahan Multimedia)

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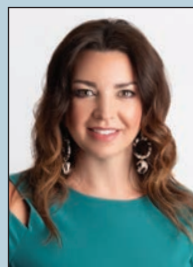
LEX History

AMBASSADOR SPOTLIGHT: Crystal Newton, 46Solutions

Formed in 2019 when the I.T. department branched off from its parent company Davis H. Elliot, 46Solutions is a local, 100% employee-owned technology company specializing in managed I.T. services, cybersecurity, and audio/video integration. As the marketing manager, Crystal Newton is responsible for the development and execution of marketing communication plans, budgets, media, and community services.

Newton said, "I was drawn to the challenge and excitement of building the 46Solutions brand and lead generation campaigns from scratch. And now, almost three years later, my team is family."

A native of Bardstown, Crystal moved to Lexington to attend Transylvania University. "I quickly fell in love with this big town/small city and



CRYSTAL NEWTON

couldn't imagine living anywhere else," she said. "Lexington has provided me with friendships, love, and more opportunity than anyone would deserve. It's home."

As a volunteer with Commerce Lexington for many years, Crystal has seen firsthand how the organization helps local businesses. She added, "My role as an Ambassador helps to strengthen relationships between members and the organization, to facilitate referral partnerships, and to provide a platform for business exposure within our community."

"Commerce Lexington is a resource, advocate, and connector for business," Crystal said of her involvement. "What started as a way to be part of my local community has developed into a network of professional partnerships, referral opportunities, and fantastic friendships."

Ambassadors volunteer their time to assist with Commerce Lexington's member relations and retention efforts. The individuals on this important committee serve as a mentor to members and to help members make business connections. They also represent Commerce Lexington at community ribbon cutting and grand opening events. Find out more on-line at www.commercelexington.com/ambassador-program.html.



WELCOME NEW MEMBERS

New Commerce Lexington Inc. Members From October 17 through November 16, 2022

NEW SILVER PREMIER PARTNER TOP INVESTOR

HSLC Lexington Loan Production Office

Financial Services

Main Contact: Chris Jones
444 E. Main Street, Suite 106
Lexington, KY 40507
Phone: (859) 484-7030
www.hslclexingtonky.com

NEW SILVER PREMIER PARTNER TOP INVESTOR

Thoroughbred Hospitality Group

Hotel Management

Main Contact: Ameet Patel
2285 Executive Drive, Suite 340
Lexington, KY 40505
Phone: (859) 724-7905
www.thghotels.net

NEW BRONZE PREMIER PARTNER TOP INVESTOR

Asbury University

School-Postsecondary Education

Main Contact: Abby Laub
1 Macklem Drive
Wilmore, KY 40390
Phone: (859) 858-3511
www.asbury.edu

Classic Cut Landscaping Service, LLC

Contractors

Main Contact: Dustin Harrison
P.O. Box 22163, Lexington, KY 40522
Phone: (859) 967-6141
www.classiccutcontracting.com

Community Inspired Lexington

Youth Services & Programs

Main Contact: Rebecca Webb
348 East Main St.
Lexington, KY 40507
Phone: (859) 693-6436
www.communityinspiredlex.com

David S. Kirn, M.D.

Physicians & Surgeons,

Plastic Surgery

Main Contact: David Kirn
2376 Alexandria Drive
Lexington, KY 40504
Phone: (859) 296-3195
<http://kirnplasticsurgery.com>

Dental Wellness of Lexington

Dentists

Main Contact: Carol Wilson
527 Wellington Way, Suite 120
Lexington, KY 40503
Phone: (859) 223-4644
www.lexingtondental.com

Elite Martial Arts

Karate

Main Contact: Charles Jackson
3100 Old Todds Road, Suite 170
Lexington, KY 40509
Phone: (859) 623-9009
<http://elitema.org>

From Here to There

Moving Companies

Main Contact: Jyre Richardson
193 Kentucky Ave.
Lexington, KY 40502
Phone: (859) 893-2602
<http://fromheretothereky.com>

Junk Magicians

Waste Management Reduction & Disposal

Main Contact: Hunter Jablonski
196 Turner Commons Way
Lexington, KY 40508
Phone: (859) 533-1420
<http://junkmagicianslexington.com>

Kentucky Planning Partners

Financial Planning Consultants

Main Contact: Austin Hill
80 Codell Dr., Unit 240
Lexington, KY 40509
Phone: (606) 425-0028
www.kpp-lpl.com

Lexington Master Spray Foam Insulation

Insulation Contractors

Main Contact: Jack Romer
497 Angliana Ave., Unit 2314
Lexington, KY 40508
Phone: (859) 800-6252
<https://sprayfoaminsulationlexington.com>

The Lexington School

Education-Early Childhood-Special Needs

Main Contact: Greg Robinson
1050 Lane Allen Road
Lexington, KY 40504
Phone: (859) 278-0501
www.thelexingtonschool.org

Mashbill Market Meetings & Tours

Entertainment

Main Contact: Karen Miller
211 Cardinal Ave.
Versailles, KY 40383
Phone: (859) 519-9013
www.mashbillmarket.com

Nature Schools

Schools-Preschool/Kindergarten

Main Contact: Kristin LaFontaine
5768 Tates Creek Road
Lexington, KY 40515
Phone: (859) 595-9998
www.thenatureschools.org

Nimlok-Kentucky

Signs

Main Contact: Jay Grant
2505 Technology Drive
Louisville, KY 40299
Phone: (502) 499-7566
www.nimlokkentucky.com

Oak & Addies' Hair Studio

Beauty Salons

Main Contact: Trish Thomas
2627 Regency Road
Lexington, KY 40503
Phone: (859) 276-0200

Old Vine Bistro

Restaurants

Main Contact: Larry Dean
400 Old Vine St.
Lexington, KY 40507
Phone: (859) 523-4141
www.ovbistro.com

Primary Purpose Behavioral Health

Addiction Recovery & Treatment

Main Contact: Jonathan Allen
3306 Clays Mill Rd., Suite 201
Lexington, KY 40503
Phone: (859) 699-3046

Sam's Gold & Pawn

Pawn Shop

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Nicholasville, KY 40356
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www.spotlessky.com

The Grand Reserve & Bourbon Cocktail Room

Entertainment

Main Contact: Jill Bakehorn
903 Manchester St., Suite 190
Lexington, KY 40508
Phone: (859) 489-7676
www.903venues.com

Thoroughbred Asset Management

Financial Services

Main Contact: Brian Higdon
809 Morton Ave., Suite 202
Bardstown, KY 40004
Phone: (866) 566-0460
www.thoroughbredassetmanagement.com

Tiny Empire Properties

Publishers

Main Contact: Leslie Whaley
3508 Castlegate Wynd
Lexington, KY 40502
Phone: (863) 287-4253

Town & Country Farms

Horse Farms

Main Contact: Kiki Courtelis
241 Russell Cave Road
Georgetown, KY 40324
Phone: (859) 987-2883
<http://townandcountryfarms.com>

Wholy You Wellness Studio

Health & Wellness

Main Contact: Cheri McMullin
1065 Dove Run Rd., Ste. 6 (3rd Floor)
Lexington, KY 40588
Phone: (859) 940-6483
www.wholyyou.life

PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones



Cecelia Yeary, MHA, has been named vice president of Cardiovascular and Oncology Services and Clinical Support at **Baptist Health Lexington**.

Kevin Smith, Vice President of Kentucky Beam Bourbon Affairs of **Beam Suntory**, has been elected to serve as chairman of the Kentucky Chamber of Commerce for the 2023 term.

Besten & Dieruf, PLLC welcomed **Sheli Mays** to the firm as a full-time accounting associate.

Community Ventures Corporation (CV) was recognized with the Kentucky Small Business Administration's 2022 Kentucky Small Business Association Microlender of the Year award and the Veteran Lender of the Year award, bestowed for making the most loans to veteran-run businesses. In addition, **Miller Slaughter**, CV's Western Kentucky Business Development Specialist, was awarded the Heavy Hitter award for closing the most microloans. Between October 1, 2021 and September 30, 2022, a total of 163 loans were sourced by Community Ventures.

Dickinson Wright has been named a Compass Award winner by the Leadership Council on Legal Diversity (LCLD), recognizing those law firms and corporations showing a strong commitment to building more diverse organizations and a more inclusive legal profession.

Dickinson Wright received 27 national rankings and seven rankings in Lexington in the 2023 Best Law Firms report by *U.S. News and Best Lawyers*. The firm received 117 first-tier rankings overall, including national Tier 1 rankings for Appellate Practice, Commercial Litigation, Construction Law, Litigation – Real Estate, Real Estate Law, and Tax Law. Lexington Tier 1 rankings were for Commercial Litigation, Litigation – Construction, and Trusts & Estates Law.

God's Pantry Food Bank welcomed the following individuals to its board of directors: **Sarah Jefferson** (Traditional Bank); **Amy Samples** (AppHarvest); **Salvador Sanchez** (A Cup of Common Wealth); and **Hollie Harris Phillips** (Appalachian Regional Healthcare). The new slate of officers includes: **Amanda Goldman** (Gordon Food Service) – President; **Paul B. Mulhollem** (Clairebrook Farm) – First Vice-President; **Melissa A. Wilson** (Melissa A. Wilson, Esq., PLLC) – Second Vice-President; **Dr. Gregory Kasten** – Treasurer; and **Nancy Barnett** – Secretary.

Good Foods Co-op recently celebrated its 50th anniversary. Founded by **Mary Reed**, **Michael Noe**, and the late **Lucy Burrows**, it opened in 1972 as a cooperative buying club and its first permanent location was on the third floor of the YWCA building (now home to LexArts).

Keeneland announced that **Mark Taylor**, President & CEO of Taylor Made Farm, has been named to its Advisory Board of Directors. Longtime Keeneland Directors **Louis Lee Haggin III**, **Charles Nuckols III** and **Duncan Taylor** will move to Emeritus roles on the Advisory Board.

Kentucky American Water announced several personnel changes. **Susan Lancho** has been named senior manager, external and government affairs. **Justin Lane** has been promoted to senior manager, business development. **Roderick Sherman** has accepted the position of manager, operational excellence. **Jeffrey Newcomb** has been named senior manager, rates and regulatory.

LexArts was recently honored with the Fayette Education Foundation's coveted Golden Apple Partnership Award. During the Foundation's *A New Way Forward – State of Schools 2022* program, LexArts was commended for its continuing work with Fayette County Public Schools and particularly for its Horse Play program, part of Horse Mania 2022.

Lexington-Fayette Urban County Government Mayor Linda Gorton named **Scott Colvin** as the new director of community corrections, replacing former director Lisa Farmer, who retired recently.

The **Lexington Forum** announced its board of directors for the 2022-2023 term: **Lisa Smith** (Columbia Gas) – President; **Megan Lincavage** (Sutherland & Associates) – President-Elect; **Allen Norvell** (Blue & Co LLC) – Treasurer; **Monica Bounds** (community volunteer); **Camden Skidmore** (South Central Bank); **Judge Pamela Goodwine** (Kentucky Court of Appeals); **Greg Parsons** (Stites & Harbison PLLC); **Amy Stout** (Commerce Lexington); **Luke Morgan** (McBrayer PLLC); **Ralph Coldiron** (Lexington Insurance Agency); **Robin McGuffin** (Stites & Harbison PLLC); **Larry Smith** (Smith Market Research); and **Michele Ripley** (Commonwealth Fund for KET).

The **Lexington History Museum** (LexHistory) announced the hiring of **Amanda L. Higgins**, Ph.D. as its new executive director.

Award-winning TV and radio sportscaster, **Alan Cutler**, recently joined **LM Communications** Monday through Friday from 12-2 p.m. on ESPN Sports Radio 1300 AM/92.5 FM.

NAI Isaac announced the addition of **Paige Caudill** as administrative assistant.

Six new members were elected to the **Prichard Committee for Academic Excellence**, including **Terence Clemons** (Fayette County), **Sandi Curd** (Whitley County), **Gayle Hilleke** (Campbell County), **Laurel Raimondo Martin** (Fayette County), **Haley McCoy** (Madison County), and

Jennifer Washburn (Marshall County). Recently joining the board of directors is **Felicia Cummings Smith** of Frankfort.

Rose Grascch Camenisch Mains was ranked among the top law firms for 2023 by *U.S. News – Best Lawyers in America*. The firm was recognized in 14 categories, receiving the *Best Lawyers* Metropolitan Tier 1 ranking for Business Organizations (including LLCs and Partnerships), Corporate Law, Litigation – Banking & Finance, and Litigation – Real Estate. The firm was also ranked for Arbitration, Commercial Litigation, Corporate Governance Law, Mediation, Mergers & Acquisitions Law, Real Estate Law, Land Use & Zoning Law, and Litigation – Land Use & Zoning.

Stites & Harbison, PLLC welcomed attorneys **Molly Blake Katen** and **William B. Kilgore** to the firm's Lexington office, while **Vanna Milligan** joined the Frankfort office.

U.S. News & World Report and *Best Lawyers®* have released their 2023 "Best Law Firms" rankings. **Stites & Harbison, PLLC's** national Tier 1 rankings include: Litigation – Construction, Litigation – Real Estate, and Trademark Law. The firm's overall results include 87 metropolitan rankings in six regions and represent 48 legal practice areas.

Stoll Keenon Ogden PLLC attorney **Patrick Eavenson** recently received one of the Legal Aid of the Bluegrass' (LABG) 2022 Pro Bono Attorney of the Year awards. Eavenson devoted many hours of his time assisting with various pro bono initiatives through the LABG.

True North Counseling & Development, PLLC named **Dr. Sharon Martin** as the newest addition to the Hamburg private practice, specializing in counseling for grief, women with ADHD, couples, and LGBTQ+ concerns.

Vaughn Hall, PLLC recently welcomed **Elizabeth Wright** as staff accountant and office administrator.

Women Leading Kentucky announced the winners of the Martha Layne Collins Leadership Award, including retired Kentucky Supreme Court Justice, **Mary C. Noble**, and KET producer and moderator, **Renee Shaw**. In addition, **Patty Breeze** (Breeze Financial) was recognized with the Isabel Yates Community Service Award.

SUBMIT PERSONNEL NEWS:

Submit company awards, personnel changes, additions, or promotions to mturner@commercelexington.com. Information is published in the order received and as space permits.



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COMMERCE LEXINGTON CALENDAR OF EVENTS

DECEMBER 2022:

- 5** **Legislative Appreciation Breakfast** presented by **Kentucky Eagle, Inc.**, 8:00 – 9:30 a.m., at Kentucky Eagle (2440 Innovation Drive).
- 8** **Member Mixer** presented by **MELIA Realty Group**, 10:00 – 11:15 a.m., via Zoom.
- 8** **Leadership Lexington** presented by **McBrayer PLLC**: Health & Human Services Day Session.
- 13** **@330 Series** presented by **Lexington Event Company**, 3:30 – 4:30 p.m., via Zoom. **- SEE PAGE 12**
- 14** **Leadership Central Kentucky** presented by **LG&E & KU Energy**: Bourbon County Day.

23/26 Commerce Lexington offices closed for Christmas Eve & Christmas Day holiday.

JANUARY 2023:

- 26** **An Evening With Commerce Lexington** presented by **Fifth Third Bank**, 5:30 – 8:30 p.m., at Central Bank Center. **- SEE PAGE 9**

MARCH 2023:

- 7** **EMERGE Conference** presented by **Forcht Bank**, 8:30 a.m. – 5:00 p.m., at Central Bank Center. **- SEE PAGE 13**

JUNE 2023:

- 5-7** **Leadership Visit** presented by **Central Bank & Trust Co.** to Grand Rapids, MI. **- SEE PAGE 8**