

Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | FEBRUARY 2023 | VOLUME XXXI, ISSUE II

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Nonprofit Peer Groups**

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BUSINESS FOCUS

February 2023: Volume XXXI, Issue II

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NOTE: Members of the Executive Board also serve on the Full Board of Directors.



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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

New Year Brings Focus on Building a More Competitive Region Through Regional Plan

From the Desk of Gina Greathouse, Executive VP, Economic Development

"As we look forward to a new year of success and growth for our region, I'd like to take a brief moment to thank you for your continued support and reflect on a few of the activities we adopted in 2022 to help ensure a bright future in 2023 and beyond.



GINA GREATHOUSE

Over the summer of 2022, we took an important step forward by engaging with Ted Abernathy and his team to create a work plan focused on seven key points to Build a More Competitive Bluegrass Region. Later this spring, as part of this work, we anticipate the completion of a focused industries report that will guide our efforts as we enhance relationships with site selectors and recruit new businesses to the region.

Talent attraction and retention, an equally important piece of the economic development puzzle, is now more than ever, a challenge facing many cities and regions. Commerce Lexington has partnered with VisitLEX, our area's tourism agency, to secure the expertise of Destination Counselors International (DCI). Their research and analysis have shown us we have an abundance of great assets in our region and many reasons to be excited about the future. Throughout 2023, we will work to find ways to enhance talent attraction and retention through lifestyle marketing programs designed to promote destination awareness and highlight area assets.

Taking care of the community's present businesses and retaining long-lasting relationships is of vital importance to us at Commerce Lexington and one of the most important aspects of economic development. We will continue to support local businesses and engage to reduce challenges and enhance growth prospects.

As we embark upon a new year, we are grateful to our many Full Stride Investors, and hope you continue to put your trust in the work we're doing on behalf of Lexington and the region."

2022 BY THE NUMBERS Economic Development

Regional Capital Investment Reported



\$352.2 M



Payroll Generated

\$138.9 M

996

Total Jobs Announced



1612 Indirect & Induced Jobs created/supported



\$66,618 Average Wage

Tax Revenue Generated \$5.1 M

Manufacturing Wholesale Trade B&P Services Top Sectors by Job Creation

57 New Prospects

21 Client Visits

80 Existing Business Meetings

168 Existing Business Requests

*PROJECTS ANNOUNCED WITHIN THE REGION / NUMBERS REPRESENT REGIONAL IMPACT

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General Assembly Set to Reconvene for Part II of Regular Session

State legislators returned to Frankfort to kick-off the 2023 30-day Regular Session of the Kentucky General Assembly in early January. The first four legislative days (Part I) focused on organizational matters, such as electing legislative leadership, and swearing in 38 State Senators and 100 State Representatives. The 2023 legislative class includes 31 new legislators. As a reminder, Republicans hold super-majorities in both the State House of Representatives (80-20) and State Senate (31-7). The Fayette County delegation consists of seven state senators and nine state representatives - with four new members and one vacancy due to the recent resignation of Senator Ralph Alvarado, who has been appointed Commissioner for the Tennessee Department of Health.

In January, priority legislation (HB 1) that lowers the state income tax to 4.5-percent in January 2023 and 4-percent in January 2024 passed the State House and awaited action in the Senate. In recent years, the General Assembly has taken steps to reform the state's tax code to make Kentucky more competitive with surrounding states. These reforms have included lowering the state's corporate income tax rate to 5%, creating a framework to allow for the lowering of the state's individual income tax rate over time based on revenue triggers, and expanding the state sales tax base to additional services.

In 2022, the General Assembly passed legislation expanding the state's 6% sales tax to 34 new services categories effective January 2023. The Kentucky Department of Revenue has created online resources at <https://taxanswers.ky.gov/Sales-and-Excise-Taxes/Pages/default.aspx> outlining the new sales tax implementation for these service categories. If you have questions about sales tax, please reach out to your tax professional or the Kentucky Department of Revenue. Commerce Lexington is also available for assistance.

The General Assembly reconvenes for Part II of the Regular Session on Tuesday, February 7. This Session is scheduled to adjourn on March 30. One of Commerce Lexington's priority issues includes advocating for tax modernization for local governments to provide more revenue diversification and improve competitiveness.

Central KY Day at the Capitol is March 14:

Commerce Lexington is all about connecting you to our local, state and federal elected leaders. The focus of the Central Kentucky Day at the Capitol event is to provide an opportunity for advocacy, relationship-building and issue education in Frankfort during the 2023 Legislative Session. During the event, business and community leaders from Central Kentucky, local and state elected officials, local chambers and economic development groups will come together in Frankfort to discuss state policy issues of importance to the region.

Attendees will interact with state legislators, top-level executive branch officials and other issue experts. Join us on **Tuesday, March 14**, in Frankfort from 8:30 a.m. to noon for the **2023 Central Kentucky Day at the Capitol presented by Charter Communications**. Register on-line at commercelexington.com.

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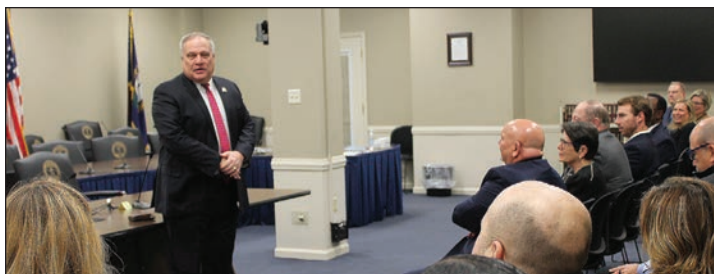
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Senate President Robert Stivers addressed the group during last year's Central Kentucky Day at the Capitol. (Photo by Commerce Lexington)

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Make New Connections at Opportunity Exchange on March 23rd

Commerce Lexington's Spring **Opportunity Exchange presented by Equity Solutions Group** on **Thursday, March 23**, from 4:30 - 6:30 p.m. at The Campbell House (1375 S. Broadway) will feature great networking, exchange of ideas, and interaction for minority-owned and small businesses in the Lexington region. The event also connects minority business owners with procurement representatives from some of the largest companies in the region.

Commerce Lexington's Community and Minority Business Development (MBD) program works to promote and sustain the economic growth, development and self-sufficiency of ethnic minority business owners and entrepreneurs; recruits minority-owned businesses into the seven-county Lexington MSA and Commerce Lexington; and provides

business referral services to the appropriate minority business assistance agencies.

The Community and Minority Business Development Program began in 1995, and over the years has expanded to include a financing program for small and minority-owned businesses, procurement initiatives and events, a Minority Business Resource Guide and Directory, and a Minority Business Accelerator.

TO REGISTER:

The cost to attend is \$5 for Commerce Lexington members, and \$10 for potential members. Please register for the Opportunity Exchange event on-line at commercelexington.com.

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OPP. EXCHANGE:

WHEN: Thursday, March 23

TIME: 4:30 - 6:30 p.m.

WHERE: The Campbell House (1375 S. Broadway)

REGISTER: Register on-line at commercelexington.com

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EMERGE CONFERENCE

2023 EMERGE Features Dynamic Keynotes, Engaging Breakouts

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SCAN TO REGISTER



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 8:30

a.m. to 5:00 p.m. at Central Bank Center in the heart of downtown Lexington.

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 now available on-line at **emergelexington.com**.

LUNCHEON KEYNOTE

Our luncheon keynote sponsored by UK Online is **David Horning** of Water Cooler Comedy, providing a session titled "Stand Up & Lead: How 'Thinking Like A Comedian' Creates Standout Cultures." Employers and employees continue to struggle to engage teams and drive productivity in a post-COVID hybrid, work-from-anywhere world. Many companies are adding Chief Wellness Officers or Chief Happiness Officers in an effort to bring collaboration, connection, and joy back to the workforce. Humor-led employee engagement programming has been proven to break down silos, build psychological safety, improve retention, provide a recruiting differentiator, boost bottom lines, and more! Yet, when most people hear "think like a comedian" in a professional setting, a wave of panic sets in. In this customized program, participants won't be transformed into stand-up comedians or learn how to tell jokes, but rather experience an introduction to innovative leadership based on the principles of humor that have turned strategic communications firm Peppercomm and others into perennial top workplaces. From IT, to healthcare, to manufacturing and beyond, companies who speak the universal language of humor and embrace the art of not taking themselves too seriously have stumbled on an unexpected punchline: they have transitioned from a transactional leadership model to a human one where people WANT to work. You don't even have to be funny to do it!



DAVID HORNING
WATER COOLER
COMEDY

MORNING KEYNOTE

Our morning keynote session sponsored by Guide Realty will be **Cherena Fox** and **Keionna Baker** of The Elephant In The Room, an interactive diversity and inclusion company focused on organizational transformations and development through creating comfortable spaces to have uncomfortable conversations. Collectively, Keionna and Cherena have years of experience cultivating and working in diverse workspaces. With experience working in education, on diverse teams and, with an array of students, from Kentucky to California, Keionna and Cherena have gained the skills, experience, and knowledge to create highly effective and interactive workshops. Both have taught and consulted with the development of after-school programs in underprivileged communities with the intention of bridging cultural and racial gaps. During an Implicit Bias and Cultural Awareness and Inclusion workshop entitled "Check Yourself Before You Wreck Yourself," Baker and Fox will take a deep dive into everyday interactions and ways of thinking, while proactively addressing what microaggressions are and how to examine personal biases before they become damaging to your brand's image and internal teams. They will equip you with the tools needed to create a strong inclusive work culture, and create open communication between teams and management.



KEIONNA BAKER &
CHERENA FOX
THE ELEPHANT IN
THE ROOM



EMERGE Conference: March 7th

BREAKOUTS: Community Education

The Greatest Untold Story of American Whiskey: The African American Contribution - Dive into the history of how African Americans shaped the bourbon industry. Learn how the Kentucky Black Bourbon Guild is uncovering the heritage and assisting minorities in getting into the distillery industry.

The Land that Sustains Us: Getting Young Leaders Engaged with Agriculture - Farmland in Lexington-Fayette County is an economic driver as well as a unique and beautiful landscape. This panel will discuss ways that the younger generation can become more in tune with the agriculture industry.

Wherefore Art, Though? Public Art and its Impact on our Community - Local artists discuss the importance of public art in our community, the changes that are happening locally, and ways businesses and individuals can get involved to make our community a more vibrant place to live, work, and play.

Lex Stick Together: Case Study with Julietta Market - Hear how Lexington's oldest bus station transformed into a small business incubator featuring over 80 small businesses, as well as a nonprofit organization that promotes entrepreneurship in the Central Kentucky region.

Violence in Lexington - A PIER Model: Hear from experts in crime prevention and awareness, while exploring how Lexington is implementing a PIER response model to address crime from each angle.

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BREAKOUTS: Professional Development

Don't be a Michael Scott, Excel in Your Career and on Your Team - Learn how to own your own career while being mindful of the 4 key areas to meaningfully contribute to your team.

How to Create Your Best Life - Everyone wants to have their best life, BUT how do you get it? In this breakout session, you will learn proven, tested, and practical ways to move from where you are to where you want to be... so you can have YOUR BEST LIFE!

Elevate Your Presentation to the Next Level - Learn how to make your presentations memorable through nuggets of gold to better engage an audience and keep their attention and techniques to avoid putting your audience to sleep.

Evolving Your Career - Attendees can expect to take away useful pointers to identify when to make a change, what change to make, and how to execute that change to ensure continued and expanded success in your career.

Optimizing Your Health in 2023 - Learn simple, yet sustainable lifestyle habits that you can implement to make major impacts on your current health status. You will learn about nutrition and exercise, the importance of sleep and stress management plus so much more.

DEEP DIVE: Leadership & Team Accountability - Think Big and Think Small: This session explores the role of a leader in developing a small, highly effective team that can see how they fit in the bigger picture of the organization and focus on the smaller activities that accomplish collective results.



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NEW SERVICE: Commerce Lexington Adds Nonprofit Peer Groups

Commerce Lexington is pleased to announce the addition of a Non-profit Peer Group. The first of such groups comes from a merger of Lexington Forward, a project of the 2021 Leadership Lexington Class. This project was committed to the support of nonprofit leaders by serving as a safe space for nonprofit executive staff to collaborate on governance, strategy and stewardship to advance nonprofit excellence. By merging with this successful model, Commerce Lexington members will be able to collaborate, advocate for shared interests, promote the visibility of non-profits as critical contributors to the Lexington community. Commerce Lexington believes nonprofits have significant impact on the quality of life in our region and share many of the same issues and concerns as for-profit peers.

Group Details and Requirements:

- Groups will contain 6-8 members.
- Group members must be active members of Commerce Lexington.
- Only nonprofit executive staff is eligible.
- Peer moderators/facilitators will lead group discussion and maintain structure.
- A confidentiality agreement required for attendance to enable trust and candid discussion.
- Prospective group members must fill out an application to be considered for the program.



FOR MORE INFORMATION:

For more information about the new Nonprofit Peer Groups, contact Liz Bennett at lbennett@commercelexington.com or visit on-line at www.commercelexington.com/peer-groups.html to complete the Nonprofit Peer Group application.

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Top producing individuals during this year's campaign were recognized during the Victory Luncheon on December 16th at the Speakeasy at 903 Venues. (Photo by Commerce Lexington)

Winner's Circle Completes 20th Campaign

Led by co-chairs Ray and Tiffany Daniels, the Winner's Circle completed its 20th year with another successful campaign. Campaign leadership, staff and volunteers celebrated with a Victory Event at the Speakeasy at 903 Venues in mid-December that featured a Bourbon tasting experience. When the dust settled at the end of the year, the 2022 campaign reached its second-highest production ever at nearly \$970,000 in new memberships, event and publication sponsorships, and membership investment upgrades.

The top-producing teams during the campaign were **American Trust Wealth, Central Bank & Trust Co., WesBanco Bank, and PNC Bank**. Top-producing individuals overall are **Abby Vaughn** (American Trust Wealth), **Todd Sallee** (Stock Yards Bank & Trust), **Cheryl Eadens** (Bluegrass Office Systems), and **Victoria Carling** (City National Bank).

2022 Marks End of Winner's Circle Program

After 20 successful years, Commerce Lexington has decided to sunset the Winner's Circle program and go in a different direction. This change was made to ensure that we are maximizing our resources and our opportunities. With the addition of new initiatives, programming and services, we must deploy our resources differently and adapt with the changing times. For that reason, we are shifting our sales process to an in-house sponsorship development and fulfillment manager. Thank you to the many volunteers, past chairs, and team CEO's for contributing to its long history of success. It was a true team effort and we are forever grateful for the dedication and loyalty of these special volunteers to Commerce Lexington.

Thank You to Those Who Donated Gifts, Hosted Events

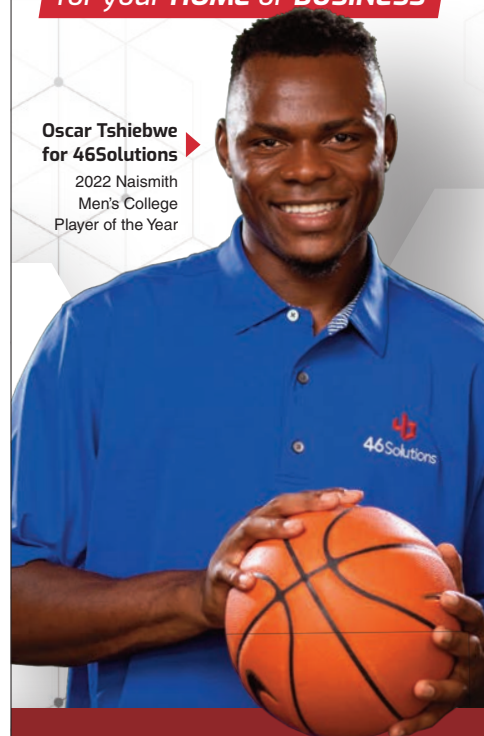
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EVENTS

Looking for a Networking Opportunity That's Right Up Your Alley? Collins Bowling Centers' Southland Lanes Hosts First Business Link of 2023

The next Commerce Lexington Business Link networking event is set for **Thursday, February 16**, from 4:00 - 6:00 p.m. at **Collins Bowling Centers' Southland Lanes** (205 Southland Drive). Roll on into Business Link and you might just record a strike as you connect with other business professionals, browse our member exhibitors,

and enjoy great food and drink. Bring plenty of business cards, and be ready to network your way to a perfect game both in business and bowling.

Throughout its 60-plus years in

business, Southland Lanes has continued to provide high-quality bowling experiences, whether playing competitively or just for fun. With 40 lanes, bowling leagues available year-round, a full bar, snackbar, arcade, and pool tables, the facility is designed to bring an unlimited amount of fun for you and your friends and family. Danny Collins is the fourth generation to run the family owned business. Southland Lanes is open 365 days a year, seven nights a week.

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TO REGISTER:

The cost to attend the Business Link event is \$5 for Commerce Lexington members, \$10 for non-members (payable at the door). You can also pre-register for Business Links on-line at commercelexington.com. **NOTE: NO REFUNDS WILL BE GIVEN FOR ONLINE REGISTRATIONS.**

RESERVE EXHIBIT SPACE:

Limited exhibit space will be available for Commerce Lexington members to showcase their products and services at this event. The cost is \$149 for members or \$99 for nonprofits. Visit commercelexington.com to reserve your space.

BUSINESS LINK:

WHEN: Thursday, February 16

TIME: 4:00 - 6:00 p.m.

WHERE: Collins Bowling Centers' Southland Lanes (205 Southland Drive in Lexington)

REGISTER: Register for the event or reserve your exhibit space on-line at commercelexington.com.



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.

Grand Rapids is one of the cities leading Michi-

gan'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 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 at commercelexington.com for the 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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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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- 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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Emerging Leaders of the Bluegrass Programming Continues

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. In January, emerging leaders kicked off 2023 with a conflict resolution workshop administered by Dr. Virgil Grant. The workshop included an assessment to determine how individuals tend to respond to conflict and what conflict-handling options are available. Participants also learned valuable conflict management skills.

The February meeting of Emerging Leaders of the Bluegrass will feature a live podcast interview with the founder of SpaceTango, Twyman Clements, on **February 27** in the planetarium at the Living Arts and Science Center. During the interview, you will have the opportunity to learn about the company's cutting-edge work in space, as well as gain insights on entrepreneurship and leadership from the founder's experiences. Those who would like to attend this upcoming event

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.

SPECIAL COMBO PACKAGE:

Don't miss your opportunity to cash in on TWO great experiences at once! For a limited time, you can purchase your EMERGE 2023 ticket alongside a **discounted Annual Pass to the Emerging Leaders of the Bluegrass** Program. Invest in ongoing professional development for the year ahead. The annual pass year runs April through March.

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Leadership Central Kentucky Class Visits Paris-Bourbon County

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Commerce Lexington Staff Report

The Leadership Central Kentucky class gathered in Bourbon County on December 14th. We began the morning with a taste of Hunter Brothers' signature breakfast pizza as Erin Hunt Ferguson, President/CEO of Pizza Wholesale of Lexington/Hunt Advantage Group, led the class through a workshop exploring their individual MBTI Assessment results and a discussion on executive presence for leaders. For lunch following, class members sampled a variety of Hunt Brothers Pizza offerings, including chicken wings and an assortment of pizzas.

Next, class members travels to Claiborne Farm. Despite the rainy weather, we enjoyed touring the barns to learn more about their breeding operation and paid tribute to Secretariat and other thoroughbreds at the onsite cemetery. Will Bishop, Claiborne Farm's Chief Financial Officer, then walked the class through the economics of the breeding industry, including an overview of ownership and syndication.

Later, the class traveled downtown to the



Paris-Bourbon County YMCA Teen Center where CEO Drew Beckett walked us through the renovation of the building and the vision for the Teen Center, which will be an after-school and weekend gathering site for teens looking for something to do in the community during their downtime. Programming, including classes and even a e-gaming competition will kick off in the new year. Next, community leaders shared information on the Paris Westside Resurgence Panel, which is a movement to relocate the city dump to another part of the county and provide justice by improving the west-side part of town where it currently resides.

We headed next to what will soon be Secretariat Park in downtown Paris and posed for a class photo in front of the Eiffel Tower. Both development are intended to boost tourism for Paris over the next few years.

Our final destination was Mustard Seed Hill where we met CEO Kevin Smith, who shared with us the economic impact of this endeavor in Millersburg led by Community Ventures. The community development organization has transformed the abandoned military school and is breathing new life into the small town through this wedding venue and event space, which has gained popularity through its Christmas at Mustard Seed Hill light display, gingerbread house competition and local arts and crafts market.

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Leadership Lexington Learns About Economic Development Process

By **Bilal El-Amin, Fayette County Public Schools**

Leadership Lexington's Economic Development Day session was a total blast! It was very interesting to learn about all the industries that this region hosts and to learn the process of how major companies come to call Lexington home. We started our day at Big Ass Fans, where we heard from some great speakers such as Gina Greathouse, the Executive Vice President of Economic Development at Commerce Lexington. Mrs. Greathouse explained to us the process cities go through to find land and building space for companies to come to our city and region.

We heard from Dr. Michael Clark, Associate Professor of Economics and Director, Center for Business and Economic Research at UK's Gatton College of Business and Economics. We interacted with a panel of speakers that spoke about regional economic competitiveness, including John Bevington, Director, Business and Economic Development of LG&E and KU, Betsy Dexter, Executive Director of the Business and Education Network, and Andi Johnson, Chief Policy Officer and Director of Regional Engagement of Commerce Lexington. The panel presented great insight into the inner workings of how business development and industries develop in our city.

The second half of our day took place at Junior Achievement of the Bluegrass, where we were



Leadership Lexington class members participated in an economic development process simulation during the last day session.

hosted by Leadership Lexington classmate Ellie Lindsay. We interacted with a panel of entrepreneurs and start-up business owners, moderated by Michael Vatti of Lexmark. It was great to learn about businesses and organizations, such as Black Soil, Mahan Farms, Electramet, and Space Tango that are making local, national, and global contributions to our society and are located right here in Lexington.

We also had a great time navigating through JA's Biztown during our Economic Development Simulation, where we broke into groups of cities and businesses. The simulation demonstrated how cities compete for businesses and how businesses determine if a city is a good fit for their company. Overall, the day was very informative, fun, and insightful. Thank you to the many speakers and sponsors for planning such a great session and day.

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AMBASSADOR SPOTLIGHT: Lesley Fluke, Field & Main Bank

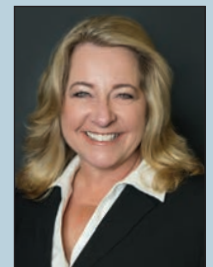
Field & Main Bank is a full service bank predominantly owned by a family foundation whose mission is to invest in the communities in which the bank is located. As the Regional President for Central Kentucky, Lesley Fluke is responsible for the daily operations of the bank's Central Kentucky offices, including lending, deposit operations, and client services. She also serves on the corporate leadership team and assists in the development of long-term strategic initiatives, and works closely with Advisory Board members.

Lesley said, "I am very fortunate that I still have the opportunity to generate new commercial loan and deposit opportunities, as well as manage a portfolio of commercial client relationships. The most rewarding part of my position is building relationships with clients and staff over the years. I love

coaching and helping others obtain goals they thought were out of reach."

Lesley said her interest in a career in finance came at an early age. She said, "I grew up in a household that struggled financially. I realized in college that a career in banking would allow me to pursue my passion to help others while using my math skills to help individuals and business owners understand their finances and plan for their future well-being."

"Volunteering as an Ambassador allows me to help business owners gain more benefit from their membership," she added. "Commerce Lexington provides so many opportunities to its members to promote their organizations, access valuable market research, build communities, save money with discounts, and stay informed of important local news."



LESLEY FLUKE

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 December 13, 2022 through January 11, 2023

NEW SILVER PREMIER PARTNER TOP INVESTOR

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220 Ruccio Way, Suite 150
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www.aqua-tots.com

NEW BRONZE PREMIER PARTNER TOP INVESTOR

Bad Ass Coffee of Hawaii

Coffee Shop/Restaurant
Main Contact: Haleigh Ralls
685 South Limestone, Suite 140
Lexington, KY 40508
Phone: (859) 413-4613
<https://locations.badasscoffee.com/IL/US/KY/Lexington/685-South-Limestone>

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3070 Lakecrest Circle, Suite 600
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Phone: (859) 413-4626
www.badasscoffee.com

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Bluegrass Orthopaedics

Physicians & Surgeons, Orthopedic
Main Contact: Tabatha Lester
3480 Yorkshire Medical Park
Lexington, KY 40509
Phone: (859) 263-5140
<https://bluegrassortho.com>

All Hours Lock & Key Lexington Locksmith

Locks & Locksmiths
Main Contact: Mike Jensen
735 Red Mile Road, Lexington, KY 40504
Phone: (859) 396-8528
www.locksmithky.com

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Events Management Party Planning
Main Contact: Amber Bowling
P.O. Box 23144, Lexington, KY 40523
Phone: (859) 333-7528
www.amberbowling.com

Animal Care Clinic

Veterinarians-Animal Care
Main Contact: Michelle Cernek
1096 Wellington Way, Lexington, KY 40513
Phone: (859) 223-8866
www.animalcareclinic.net

Anne Owens Rentals & Management

Real Estate Management
Main Contact: Anne Owens
1890 Starshoot Parkway, Suite 170
Lexington, KY 40509
Phone: (859) 576-5722
www.anneowensrentals.com

Assurance Realty & Property Management

Real Estate Rental Services
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Lexington, KY 40503
Phone: (859) 296-4663
www.AssuranceRealtyKY.com

Battle Axes, LLC

Entertainment
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Phone: (859) 687-0069
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Main Contact: Caitlin Gillian
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Frankfort, KY 40601
Phone: (502) 630-0753
www.castleandkey.com

Commonwealth Hand Therapy

Physical Therapists
Main Contact: Anne Marie Pitts
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Lexington, KY 40504
Phone: (859) 447-8600
www.commonwealthhandtherapy.com

Commonwealth Smiles

Dentists
Main Contact: Jessica Kress
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Lexington, KY 40503
Phone: (859) 276-4537
www.commonwealthsmiles.com

CRM Development

Real Estate Management
Main Contact: Megan Walsen
1629 Ashwood Dr., Lexington, KY 40502
Phone: (859) 225-3680

DB Virtual Accounting

Accountants
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Lexington, KY 40513
Phone: (859) 577-7718
<http://dbvirtualaccounting.com>

Equine Land Conservation Resource

Equine Associations
Main Contact: Holley Groshek
4037 Iron Works Pkwy., Ste. 120
Lexington, KY 40511
Phone: (859) 455-8383
www.elcr.org

Exhibit Management Associates, Inc.

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Main Contact: Fred Fiscus
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www.intlbookproject.org

Matrix Integration, LLC

Technology Consulting
Main Contact: Sara Gerber
9505 Williamsburg Plaza, Suite 104
Louisville, KY 40222
Phone: (502) 491-1157
www.matrixintegration.com

Mt. Sterling Pediatrics

Physicians & Surgeons, Pediatrics
Main Contact: Dennis Fouch
401 Commerce Circle,
Mt. Sterling, KY 40353
Phone: (859) 498-5243
www.mtsterlingpediatrics.com

NuWave Pool & Outdoor Design, LLC

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100 Lone Oak Dr., Nicholasville, KY 40356
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3401 Nicholasville Rd.
Lexington, KY 40503
Phone: (843) 763-7485
www.palmettomoononline.com

Patriot Group LLC

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Main Contact: Lawrence Herring
1591 Winchester Road, Suite 100
Lexington, KY 40505
Phone: (502) 583-4993
www.patriotinsurance.com

Processio Strategic Services

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158 McIntosh Park
Georgetown, KY 40324
Phone: (502) 529-2275
www.processiostrategic.com

Revitalex, LLC

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Main Contact: Scott McIntosh
3256 Brighton Place Dr.
Lexington, KY 40509
Phone: (859) 421-1899

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333 N. Ashland Ave., Lexington, KY 40502
Phone: (859) 266-6661
www.seasonsevents.com

Special Olympics Kentucky

Non-Profit Organizations
Main Contact: Eleanor Wright
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www.soky.org

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www.steelcase.com

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Real Estate
Main Contact: Alisha Goodlett
1030 Burlington Lane, Frankfort, KY 40601
Phone: (866) 563-5296

The Real Estate Co.

Real Estate
Main Contact: Chase Rule
119 S. Collins St., Richmond, KY 40475
Phone: (859) 979-1508
<https://therealestatecoky.com>

PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones



Asbury University announced the addition of **Dr. Sherry Powers** as the school's new Provost and Chief Academic Officer.

The Asphalt Institute Foundation has hired **Susan S. Tanner**, CAE, as its new director of programs and development.

For the fifth consecutive year, **CHI Saint Joseph Hospital** was recently named among America's 100 Best Hospitals for 2023 by *Healthgrades*, which puts the hospital in the top two-percent nationwide for overall clinical performance across the most common conditions and procedures. *Healthgrades* evaluated patient mortality and complication rates for 31 most common conditions and procedures at nearly 4,500 hospitals across the country to identify the top-performing hospitals.

The **Child Development Center of the Bluegrass** located on the campus of the University of Kentucky recently named **Dr. Anna S. Papero**, Ph. D., as its new executive director.

Community Trust Bank, Inc. was recently honored for the 14th consecutive year with the "Gold Lender Award" from the United States Small Business Administration (SBA) as Kentucky's top volume SBA 7a Community Bank lender in federal fiscal year 2021–2022. Over the last 14 federal fiscal years, Community Trust Bank has funded 1,153 SBA 7a and 504 loans, providing access to more than \$248 million for small businesses in the region.

Dickinson Wright announced that two of the firm's Lexington attorneys have been named to 2023 *Kentucky Super Lawyers*, including **Brian M. Johnson** and **David A. Owen**, while **Logan J. Mayfield** was named to the 2023 *Rising Stars* list. *Super Lawyers* is a listing of outstanding attorneys from more than 70 practice areas who have attained a high degree of peer recognition and professional achievement. *Rising Stars* are the top up-and-coming attorneys in the state – those who are 40 years old or younger, or who have been practicing law for 10 years or less. In addition, the firm announced the election of **Logan Mayfield** as a Member in the Lexington office.

Dinsmore & Shohl announced that Lexington attorney **Joshua Beam** has been elected to partnership. Several Dinsmore attorneys have been named to the 2023 *Kentucky Super Lawyers* list, including **Glen Bagby**, **Mindy Barfield**, **Christopher Cashen**, **Chauncey Curtz**, **Barbara Edelman**, **Grahmn Morgan**, **John Rhorer** and **Martin Tucker**. Those recognized on the *Rising Stars* list included **Elizabeth Barrera**, **Houston Bragg**, **Mary Bryson**, **Kyle Bunnell**, **Seth Church**, **August Johannsen**, **Kristeena Johnson**

and **Sara Johnston**. Additionally, **Barbara B. Edelman** has been named among the 2023 Top 25 Women Kentucky Super Lawyers.

EOP Architects recently announced the promotions of **Jason Dunn**, AIA, LEED AP, **Andrew Moore**, AIA, LEED AP BDC+C, and **Matthew Schultz**, AIA, to principal, as well as the promotions of six individuals as new associates, including **Kelly Fink**, Assoc. AIA, **Rachel Hinson**, Assoc. AIA, **Ye Leon Jin**, Assoc. AIA, **J. Tyler Kraft**, AIA, **Joey McDaniel**, Assoc. AIA, and **Lesley Thomas**, IIDA.

Kentucky American Water announced that **Andy Lewis** has been named vice president of operations.

The Kentucky Travel Industry Association recently honored the **Kentucky Distillers' Association** with its prestigious "Award of Distinction" for the KDA's Kentucky Bourbon Benefit auction that raised \$3.4 million for tornado relief efforts in Western Kentucky. The auction also earned a gold-level honor in the community support and engagement category at the KTIA's annual Traverse Awards for Excellence in Kentucky Tourism.

Several **McBrayer PLLC** attorneys from its Lexington office have been recognized as 2023 *Kentucky Super Lawyers* and *Kentucky Rising Stars*. Local attorneys **Stephen G. Amato**, **Jaron P. Blandford**, **Keeana Sajadi Boorman**, **James H. Frazier, III**, **David J. Guarnieri**, **Douglas T. Logsdon**, **Robert E. Maclin, III**, **Luke A. Wingfield** and **Jon A. Woodall** were included on the Kentucky Super Lawyers list, while **Brittany Deskins**, **Alexander H. Gardner**, **Jason Hollon**, **Evelyn T. Latta**, **Anne-Tyler Morgan**, **T. Neal Morris**, **Scott A. Schuette**, **Cassidy L. Sorrells**, and **Preston Clark Worley** were recognized on the *Rising Stars* list.

MCF Advisors LLC (MCF) announced that Lexington-based Duncan, Smith & Stilz (DSS) Certified Public Accounting firm joined the MCF team, including **Stewart Smith**, CPA; **Jim Stilz**, CPA; **Andy Smith**, CPA; and **Jeret Farmer**, accountant.

Omni Architects announced that **Kirk Schumacher**, RA, has joined its design staff.

Stites & Harbison, PLLC announced the addition of attorneys **Bailey Browning** and **Kyle Schroader** to the firm's Lexington office, while **Robin E. McGuffin** was promoted to Member (Partner) and **Katie M. Glass** was promoted to Counsel.

A total of 49 **Stites & Harbison, PLLC** attorneys were recognized in the 2023 edition of *Kentucky Super Lawyers*. Lexington attorneys honored as Super Lawyers included **W. Blaine Early, III**, **Warren D. Schickli**, **Michael S. Hargis**, **Ashley W. Ward**, and **Gregory P. Parsons**, while **Gentry C. Collins**, **Drake Staples**, **Megan K. George**, **Alison M. Zeitlin**, and **Rebecca M.W. Sherman** were included on the *Rising Stars* list. Frankfort attorneys **Katie Glass** and **Vanna Rae Milligan** were also named to the *Rising Stars* List.

Mary Quinn Ramer, President of **VisitLEX**, was chosen as the Kentucky 2022 Tourism Director of the Year by the Kentucky Association of Convention and Visitors Bureaus

SUBMIT PERSONNEL NEWS:

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COMMERCE LEXINGTON CALENDAR OF EVENTS

FEBRUARY 2023:

- 7** **Member Mixer**, 10:00 - 11:15 a.m., via Zoom.
- 7** **UK Economic Outlook Conference**, 8:30 a.m. - Noon, at Central Bank Center.
- 9** **Leadership Lexington presented by McBrayer PLLC:** Education Day Session.
- 15** **Leadership Central Kentucky presented by LG&E & KU Energy:** Madison County Day.
- 16** **Business Link sponsored by Southland Lanes** (205 Southland Drive), 4:00 - 6:00 p.m. **- SEE PAGE 12**
- 27** **Emerging Leaders of the Bluegrass presented by Keeneland**, 4:00 - 6:00 p.m., at the Planetarium at Living Arts & Science Center (Passholders only). **- SEE PAGE 15**

MARCH 2023:

- 7** **EMERGE Conference presented by Forcht Bank**, 8:30 a.m. - 5:00 p.m., at Central Bank Center. **- SEE PAGE 8-9**
- 9** **Leadership Lexington presented by McBrayer PLLC:** Arts Day Session.
- 14** **Central Kentucky Day at the Capitol presented by Charter Communications.** **- SEE PAGE 6**
- 15** **Leadership Central Kentucky presented by LG&E & KU Energy:** Woodford County Day.
- 23** **Opportunity Exchange presented by Equity Solutions Group**, 4:30 - 6:30 p.m., at The Campbell House (1375 S. Broadway). **- SEE PAGE 7**

JUNE 2023:

- 5-7** **Leadership Visit presented by Central Bank & Trust Co.** to Grand Rapids, Michigan. **- SEE PAGE 13**