

# Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | JUNE 2022 | VOLUME XXX, ISSUE VI

**2022 Salute to  
Small Business  
Award Applications  
Due by July 11** [PAGE 12]



## INSIDE THIS ISSUE:

20th Edition of The Winner's Circle  
Gearing Up; Teams Forming Now

Studio46 Media Hosts June 16th  
Business Link at New Facility

Bluegrass Region's Washington,  
D.C. Fly-In is July 13-14

Leadership Central KY 2022-23  
Applications are Due by June 15th

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# BUSINESS FOCUS

June 2022: Volume XXX, Issue VI

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**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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#### Publisher:

Robert L. Quick, IOM, CCE  
President & CEO  
Commerce Lexington Inc.

Editor: Mark E. Turner  
Communications Specialist: Liz Bennett  
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 Inc., P.O. Box 1968, Lexington, KY 40588-1968.

#### Display Rates:

For DISPLAY RATES in Business Focus, contact Kelly Bates at 859-226-1612 or kbates@CommerceLexington.com, and an account executive will contact you.

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# ECONOMIC DEVELOPMENT

Economic Development News Submitted by Gina Greathouse, Cheryl Klever, Falon McFarland & Katie Vandegrift

## ElectraMet Marks Expansion With Ribbon Cutting & Open House

Lexington business, government and community leaders came together on May 3 to mark the expansion of PowerTech Water Inc d/b/a ElectraMet™, a water purification technology company, with a ribbon cutting and open house at its new 26,000 square foot facility. Founded in 2014 by Dr. Cameron Lippert and Dr. James Landon, the company got its start at the University of Kentucky's Center for Applied Energy Research (CAER) and later developed the ElectraMet water treatment system to offer an environmentally superior solution for industrial process and wastewater streams.

Commerce Lexington Inc. President and CEO, Bob Quick, said, "ElectraMet is a perfect example of how the local research community can nurture entrepreneurs and help develop great ideas into successful start-ups through innovative solutions that improve something specific for business and industry. Congratulations to Drs. Lippert and Landon on this expansion and thank you to those at the Center for Applied Energy Research who supported and encouraged them along the way."

Through partnerships with the University of Kentucky, investments from the Bluegrass Angels, funding from the Kentucky Enterprise Fund, and multiple grants through the Small Business Innovation Research (SBIR) program, the growth of ElectraMet showcases Lexington's capacity for innovation.



*Pictured above at ElectraMet Ribbon Cutting: (left to right) David Brock (Cabinet for Economic Development, Kentucky Innovation Office), Ian McClure (UK Innovate), Congressman Andy Barr, Dr. James Landon (PowerTech Water), Dr. Cameron Lippert (PowerTech Water), Gina Greathouse (Commerce Lexington Economic Development), Chris Young (Bluegrass Angels), and Commerce Lexington Board Chair John Gohmann (PNC Bank). (Photo by Commerce Lexington Staff)*

## KCED Tour of Legacy Business Park and Coldstream Research Park Campus

The City of Lexington - Mayor's office partnered with Lextran to host the Kentucky Cabinet and Commerce Lexington's economic development divisions on a tour to view Lexington's two emerging land development projects. The Legacy Business Park is a 200-acre industrial park with over 2,000 feet of frontage alongside Georgetown Road and over 4,000 feet of frontage along Interstates 64 and 75. The tour continued through Coldstream Research Park, showcasing an additional 50-acre site dedicated for early stage, high-tech companies from across Kentucky. Lexington Fayette Urban County Government acquired these sites through a 'land swap' with the University of Kentucky to provide Lexington with a competitive edge to attract new businesses and grow new jobs within Lexington's urban service boundary. The tour concluded at Kentucky Eagle to share feedback and continue conversation about current and prospective economic development opportunities.



## E.D. Team Attends 2022 Leadership Visit

For more than 80 years, Commerce Lexington has organized an annual intercity visit to help expose Central Kentucky leaders to the best ideas from communities throughout the country, yielding valuable lessons that have been applied to the improvement of the Bluegrass region. Gina Greathouse, EVP for Economic Development, joined this year's Tampa/St. Pete Leadership Visit to attend sessions, participate in elective activities, and to meet with elected officials and community leaders to learn more about their innovative strategies related to affordable housing, jobs, land for growth and equity solutions to improve affordability and access to key infrastructure.

## BY THE NUMBERS:

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

**NEW BUSINESS:** 26 new prospects interested in finding a new location or expanding in the Lexington area.

**CLIENT VISITS TO LEXINGTON AREA:** 6

**EXISTING BUSINESS VISITS:** 35

**EXISTING BUSINESS ATTEMPTS:** 56

**ACTIVE PROJECTS:** 42



## STAT: Lexington is Innovation Corridor for Ky's Life Sciences Industry

Sitting at the crossroads of two major interstates (I-75 and I-64), Lexington is the innovation corridor of Kentucky's life sciences industry. Six major medical centers support a strong base of healthcare providers, employing almost 20,000 healthcare practitioners and technicians, making the location quotient above average at 1.20. In addition, Lexington is home to the University of Kentucky Coldstream Research Campus, the only research and development business park in the state. Coldstream, a 735-acre office park, was specifically designed for recruiting high-tech and biotech companies, as well as university centers and startups. Lexington's economy has a unique support system that serves as the foundation of its strong, well-established life sciences industry. Its workforce, strategic geographic location, low cost of doing business, and high quality of life are among the city's strongest assets. Lexington has leveraged its culture of



*The CoRE, a new \$15 million development, coming available June 2022. (Rendering provided)*

innovation and commercialization, a superior business climate, the University of Kentucky's top-ranked research programs, and an expansive network of medical centers to provide an environment where a diverse life sciences industry can grow. To learn more about Life Sciences in Lexington, visit [locateinlexington.com](http://locateinlexington.com).

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# EVENTS

## Delegation Studies Tampa-St. Pete Region During Leadership Visit

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About 150 community leaders studied the Tampa-St. Petersburg, Florida region during Commerce Lexington's 2022 Leadership Visit presented by Central Bank & Trust Co. The group spent the opening day in Tampa hearing from elected and community leaders. Participants got a look at Armature Works, a mixed-use commercial space that includes The Heights Public Market, as well as Sparkman Wharf, a dynamic outdoor entertainment venue.

While in St. Petersburg, the delegation heard

sessions covering equity, regional planning, placemaking, and talent development. A variety of elective activities included an afternoon exploring downtown St. Petersburg, a tour of Ybor City in Tampa, a kayak excursion of Shell Key, and more. The signature Bank Reception and Dinner was held at The Urban Stillhouse by Horse Soldier located in St. Pete's Warehouse Arts District. Horse Soldier Bourbon will soon build a production plant in Pulaski County, Kentucky.



ABOVE LEFT: The delegation listened to session in St. Petersburg. ABOVE RIGHT: Whit Blanton (Forward Pinellas), Derek Kilborn (City of St. Pete), and Joshua Johnson (City of St. Pete) discussed affordable housing and placemaking. (Photos by Bill Straus Photography)



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LEFT: Tampa Mayor Jane Castor. CENTER: Nic Glover (Tampa Chamber of Commerce) & Craig Richard (Tampa Bay Economic Development Council). RIGHT: St. Petersburg Mayor Ken Welch. (Photos by Bill Straus Photography)



LEFT: Dave Sobush (Tampa Bay Partnership) discussed regionalism efforts. CENTER: Gypsy Gallardo (One Community Plan) & Jocelyn Howard (St. Petersburg Chamber of Commerce) talked about efforts to address equity in the area. RIGHT: Tour of Ybor City in Tampa. (Photos by Bill Straus Photography)

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## 20th Edition of Winner's Circle Campaign Gearing Up; Volunteer Teams Forming Now

### Ray & Tiffany Daniels Named Co-Chairs of 2022 Campaign

For the 20th consecutive year, Commerce Lexington is preparing for its annual Winner's Circle total resource development program. This initiative 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.



RAY & TIFFANY DANIELS  
WINNER'S CIRCLE CO-CHAIRS

For the first time in the program's history, we will have co-chairs leading the campaign. Local business owners and community leaders Ray and Tiffany Daniels have been selected to take on this role for 2022. Both are very familiar with Commerce Lexington programs and events.

**Ray Daniels** is president and CEO of Equity Solutions Group, served as Commerce Lexington Board Chair in 2020 and 2021, is a Thoroughbred horse owner, and currently serves as Board Chair of a new nonprofit organization called Lexington For Everyone, which promotes equitable and affordable living and working opportunities for all by advocating for sensible and inclusive land use policies.

**Dr. Tiffany Daniels** is the owner/operator

of Chiropractic Care of Lexington and has been in active chiropractic practice for over twenty years. She is active with several organizations, such as the International Chiropractic Pediatric Association, Kentucky Chiropractic Society, American Black Chiropractic Association, United Way - Women United Council, Blue Grass Community Foundation Board of Directors and Lexington Black Prosperity Initiative (Co-Chair).

Volunteer teams are forming now, so if you're

interested in getting more involved in your community, we'd love to have you on board. The Winner's Circle is a great way for you to meet community and business leaders, while working directly with volunteers from your company and the other teams. This is an opportunity for you to grow professionally, to expand your business and community contacts, and to help Commerce Lexington become even stronger and more vital for business in the future.

If you would like to join one of our existing teams or form your own corporate team, contact Lynda Bebrowsky at (859) 226-1611 or [lbebrowsky@commercelexington.com](mailto:lbebrowsky@commercelexington.com). Find out more about The Winner's Circle program at [www.clxwinnerscircle.com](http://www.clxwinnerscircle.com).

## Leadership Central Kentucky 2022-23 Applications Due by Wednesday, June 15

Applications for the 2022-23 Leadership Central Kentucky program are available on-line at [www.leadershipcentralkentucky.com](http://www.leadershipcentralkentucky.com). This regional program seeks to build a network of informed citizens connected across community lines. Curriculum includes leadership development, education on issues facing the region, relationship-building and awareness of uniqueness of each county. The counties involved are Bourbon, Clark, Fayette, Franklin, Jessamine, Madison, Scott, and Woodford. A mandatory Orientation kicks off the program in August and then sessions are held on the third Wednesday from September through May. Approximately twenty-four individuals will be selected to participate in the program. These leaders and potential leaders will be active in business, education, the arts, religion, government, and community-based organizations. **The deadline to submit applications is Wednesday, June 15.** For questions, contact Amy Stout at [astout@commercelexington.com](mailto:astout@commercelexington.com).



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## EVENTS

### VIRTUAL EVENT

## @330 Series: Tips to Strengthen Your Online Presence in 2022

### PRESENTED BY



During the next Commerce Lexington **@330 Series event presented by Lexington Event Company on Tuesday, June 21**, from 3:30 - 4:30 p.m. **via Zoom**, RevLocal's Holly Lewis and Leah Allen will help you learn the top tips to strengthen your online presence, including the importance of having your business show up in local search results and how you can leverage online reviews to attract more customers. Participants will also learn ways to use different types of paid ad strategies to get in front of more of your targeted customers. Lastly, this @330 event will touch on using social media to build your brand and create a more personalized experience for your followers.



HOLLY LEWIS  
REVLOCAL



LEAH ALLEN  
REVLOCAL

successful. She enjoys being able to engage with local business owners, learn their story, and find ways to help them thrive.

As a marketing consultant for RevLocal, **Leah Allen** has over seven years of experience helping businesses across many industries, including roofing, restaurants, medical

and automotive with tailored marketing strategies to help grow their business. She is appreciative of the opportunity she has every day to be able to connect with local business owners within her community and help them achieve their marketing goals.

### @330 SERIES:

**WHEN:** Tuesday, June 21

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

**WHERE:** Via Zoom

**TOPIC:** Tips to Strengthen Your Online Presence in 2022

**REGISTER:** Register on-line for this members' only event at [commercelexington.com](http://commercelexington.com).

### ABOUT THE SPEAKERS:

With over 20 years of online marketing experience, **Holly Lewis** is very knowledgeable about how to leverage the Internet and social media to improve how your business shows up online to attract more customers. She will also share successful strategies to gain more consumer reviews and best practices on how to respond, even if they are not all positive. Holly understands the challenges that today's business owners face to be

### TO REGISTER:

Our @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 [www.commercelexington.com](http://www.commercelexington.com), a Zoom link for the event will be included in the sign-up confirmation e-mail.

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## Studio46 Media to Host June 16th Business Link at New Facility

Kick-off your summer networking with some fun at the Commerce Lexington Business Link hosted by Studio46 Media (605 Blue Sky Parkway). The event will take place on **Thursday, June 16**, from 4:00 - 6:00 pm. The event will enable participants to build their client base, connect with other business professionals and enjoy great food and drink. Bring plenty of business cards, and be ready to network your way to success.

Studio46 Media has opened a new state-of-the-art building for its video and event production divisions. The facility features studio spaces, live-event areas, a luxury green room, and edit suites. In addition, the 22,000 square-foot facility will house projects such as interactive and live stream conferences and presentations, television shows, documentaries, and commercial shoots.

The studio space, which exceeds 4,000 square feet, was developed for pre-recorded and live video content and was built for efficient Hollywood-style production at any scale. The event production division now has a new home to deploy world-class event design and technology to its clients nationwide.

Appetizers and refreshments will be provided. This is a great opportunity to network with fellow members, tour the newly renovated Studio46 facility, and put your name in for a chance to win a drone video shoot value of \$2500.

### 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 [www.commercelexington.com](http://www.commercelexington.com). **NOTE: NO REFUNDS WILL BE GIVEN FOR ONLINE REGISTRATIONS.**

### 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](http://commercelexington.com) to reserve your space.

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### BUSINESS LINK:

**WHEN:** Thursday, June 16

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

**WHERE:** Studio46 Media (605 Blue Sky Parkway)

**REGISTER:** Register on-line at [commercelexington.com](http://commercelexington.com).

**EVENT DETAILS:** Appetizers & refreshments provided; Enter to win a drone video shoot (\$2,500 value).

## 2022 International Trip Features Greece This September

Since 2011, Commerce Lexington has offered an international group travel opportunity to places like China, Cuba, Egypt, Croatia, Dubai, and more. This year, we are pleased to announce that the 2022 International Trip will take Central Kentuckians to Greece from **September 10-20, 2022** with our travel partner Collette. You won't want to miss this once-in-a-lifetime opportunity to experience Greece during this Island Hopper Adventure with visits to Athens, Mykonos, Santorini, Akrotiri, and Oia, with the availability of an optional three-night post-tour extension to Istanbul, Turkey.

You'll make stops at the Temple of Zeus, the Parliament, Olympic Stadium, the Acropolis, the Parthenon, and more. Next will be a high-speed boat ride to Mykonos, an island paradise surrounded by the crystal-clear Aegean Sea. Then, it's on to Santorini to enjoy this Eden-like island with the picturesque landscape, as well as visits to Akrotiri and Oia. Participants will then set sail to the tiny islet of Nea Kameni, an uninhabited island formed on an active volcano. For registration options, contact Angela Carlos at [acarlos@commercelexington.com](mailto:acarlos@commercelexington.com).

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## EVENTS

### Join the Bluegrass Region's Washington, D.C. Fly-In on July 13-14

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The Bluegrass Region's **Washington, D.C. Fly-In** presented by **Columbia Gas of Kentucky** is comprised of Central Kentucky's leaders from the business community, non-profit sector, education institutions and local elected officials who travel to Washington, D.C. to meet with Kentucky's Congressional delegation to advocate on behalf of the region's federal legislative agenda. The D.C. Fly-In affords participants the opportunity to engage with local leaders interested in policy issues, meet D.C. staff and Congressional delegation members, and hear from various policy experts about hot-button issues over a two-day period. The 2022 Washington, D.C. Fly-In will take place **July 13-14**.

#### REGISTRATION DETAILS:

The group will depart Blue Grass Airport on Wednesday, July 13 aboard DL#5801 at 6:22 a.m. arriving at Reagan International at 7:50 a.m. Our return flight is Thursday, July 14, departing Reagan International on DL #5814 at

9:00 p.m. arriving at Blue Grass Airport at 10:29 p.m. Hotel accommodations are at Sofitel (806 15th St NW, Washington, DC 20005). **Please note that all attendee fees are due by June 13, 2022, to secure your registration, and all packages are non-refundable after June 13, 2022.**



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## Business Owners Advisory Board Enrolling New Group Members

If you've ever needed advice or guidance as a business owner and didn't know where to turn, Commerce Lexington Inc. has a valuable, no cost solution for you. Various groups called the Business Owners' Advisory Boards (BOAB) meet monthly to assist in problem-solving through discussion with other business owners to help in analyzing current or future direction, and also provide an avenue for personal growth.

If you're interested in the Business Owners' Advisory Board through Commerce Lexington, now is your opportunity to learn more about the program and to become active in one of the groups. In this present business environment, business owners need to know that a support structure exists to help them. An Enrollment Event will be held on **Thursday, June 23**, from 3:30 - 5:00 p.m., at AZUR on the patio (3070 Lakecrest Circle).

Enrollment events allow potential group members to meet existing participants and ask questions, learn more about BOAB and sign up to become part of the program. In order to qualify for BOAB, you must have been in business for at least two years, be the owner or co-owner of a business and currently generate revenue for your business. If qualifications are met,

applicants will be placed in a group that best suits their schedule and business type and avoids any conflict with direct competitors.

### RSVP FOR THIS EVENT:

RSVP on-line at [www.commercelexington.com](http://www.commercelexington.com). There is no charge to attend this Commerce Lexington Inc. MEMBERS' ONLY informational event.

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### BOAB Groups Helping Small Business Owners

Although interaction with fellow Commerce Lexington Inc. members is always good for business - BOAB is **NOT** designed as a networking or leads group. Each board is made up of eight business owners with similar concerns, but who are NOT in direct competition with each other. There is NO CHARGE to participate in this program, which is open only to Commerce Lexington members. Board members commit to meeting on a monthly basis for two to three hours per meeting, and each group sets its own agenda. The boards offer encouragement and sound business advice for tackling the day-to-day challenges faced by business owners. Meetings are structured to include speakers on various business topics, guidance on goal setting, marketing planning, as well as assisting with your individual business issues.

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# SALUTE TO SMALL BUSINESS

## 2022 Salute to Small Business Award Applications Due by July 11

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Commerce Lexington Inc. began honoring the contributions that small businesses have on our economy in 1986, and since that very first Salute to Small Business event, the impact of small businesses on the global economy has become greater than ever before. The **2022 Salute to Small Business Awards presented by Forcht Bank** kicked off with the release of this year's awards application in mid-May and will culminate with an awards luncheon in the Fall, during which we'll name a new Small Business of the Year.

### AWARD CATEGORIES:

There are four award categories from which to choose, including three for small businesses and one for area nonprofits.

- Business Success Award
- Entrepreneur Award
- Minority Business Award
- Nonprofit Community Impact Award (\*Not eligible for overall Small Business of the Year Award)

### ELIGIBILITY FOR AWARDS:

- Businesses must be active members of Commerce Lexington Inc.
- Businesses must have completed three (3) or more full years of operation in the local market with fewer than 150 employees.
- Small businesses can apply for ONE award category.
- Past Category and overall Small Business of the Year award recipients are not eligible to reapply for 5 years from the date of their award presentation.

### APPLY BY JULY 11, 2022:

The deadline to apply for the 2022 Salute to Small Business Awards is Monday, July 11. The application will be available on-line starting May 16 at [www.commercelexington.com/small-business-awards-application.html](http://www.commercelexington.com/small-business-awards-application.html). You can also nominate your favorite small business who you think should be recognized in this way. Simply fill out the form on-line, and the Commerce Lexington team will provide the business owner with all the details on how to apply.

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## 2022 Salute to Small Business Award Category Descriptions

### MINORITY BUSINESS AWARD:

The Minority Business Award recognizes an ethnically-owned member business, which is defined by Commerce Lexington Inc. as a business that is 51-percent owned, operated, and controlled by a person within the following racial and ethnic groups: African American (individual of Black race of African origin or parentage); Hispanic American (Latin American culture, origin or parentage); or Asian American (Japanese, Korean, Chinese, Indonesian, Indochinan, Malaysian, Filipino, native Hawaiian or other Pacific Island culture, origin or parentage). Tell us about the unique aspects of your business, such as enhanced services for customers, workplace flexibility initiatives, logistics adjustments, and/or expansion efforts.

### BUSINESS SUCCESS AWARD:

The best small businesses within a community not only provide exceptional products or services but have become part of the fabric of the city. This award exemplifies both business and civic leadership. Community involvement, good management practices, overall financial performance, and workplace culture and employee relations are the primary criteria for this category. Tell us about unique aspects of your business, such as enhanced services for customers, workplace flexibility initiatives, logistics adjustments, and/or expansion efforts.

### ENTREPRENEUR AWARD:

This award celebrates a visionary entrepreneur who has turned an idea into a successful and growing business. The individual must serve as a majority owner and operate or bear principal responsibility for operating a small business with at least a three-year track record. Evidence of success as measured by sales and profits, increased employment opportunities created by the nominee's business, development and/or utilization of innovative or creative business methods and demonstrated entrepreneurial potential necessary for long-term business success and economic growth.

### NONPROFIT COMMUNITY IMPACT AWARD:

To be considered for this award, the organization must highlight its services, fundraising efforts, its impact and return on investment, ability to inspire and engage volunteers, maximizing its output and reach to a wide variety of groups and people within the community. Nonprofit Community Impact award winner is not eligible for the Overall Small Business of the Year.

**[Apply at [commercelexington.com](https://commercelexington.com)]**

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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](mailto:dflickinger@commercelexington.com).



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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 at <https://web.commercelexington.com/Insurance-Humana-AgenciesAgents>.

### 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.
- Services: Hotels, Campus and Other Lodging, Personal & Business Services, Automotive Repair, Motion Pictures, Health, Legal, Educational & Social Services, Membership Organizations, Engineering Account and related services.
- Finance Insurance & Real Estate: Insurance Carriers, Insurance Agents, Brokers and Service, Real Estate, Security and Commodity Brokers, Dealers, Exchanges, Depository Institutions.

# Health Solutions

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.

### 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](mailto:kwoodrum@commercelexington.com).

### WHAT THEY'RE SAYING:

“We have had our health plan with Humana since 2015 and under the Commerce Lexington Humana plan since 2018. We have enjoyed premium savings by way of Go365 during this time, but I can say that the personal benefits for participating in Go365 are my favorite part of the wellness program. During the time my wife and I have used Go365 through Humana, we have redeemed approximately \$3,000 worth of gift cards and merchandise!”

- David Shaw  
InsuranceWorks, Inc.



## Health Solutions

### Chamber Members Save BIG

Commerce Lexington has partnered with Humana to offer affordable health coverage exclusively for our members with 2+ employees in certain qualifying industries. With HealthSolutions, our chamber investors meeting those requirements will see **savings up to 30%** on health insurance premiums (eligible SIC Codes only). Find out if you qualify by contacting your Humana Insurance representative to assist you or contact Kristie Woodrum at (859) 221-5746.

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# CONNECT

## Leadership Central Ky. Class Visits Clark Co.

**Recap by Lauren Frazer, Clark County Farm Bureau Insurance**

On Wednesday, April 20th, Leadership Central Kentucky class members toured Clark County (Winchester). For the first stop of the day, the class toured East Kentucky Power Cooperative's Solar Farm. Nick Comer spoke about how the solar farms are helping with energy sustainability across the state.

Next up, we had the pleasure of hearing from Clark Regional Medical Center CEO, Matt Smith. He shared their goal of "becoming the new West" for patients that need medical care. We even got to see a mockup of a "coding patient" and how quickly everyone works together to give each patient the best medical care.

The class had a surprise visit from the George Rogers Clark Boys Basketball Championship coaches during breakfast! The coaches explained how they worked together as a team to achieve their big goals this past year. The class was able to enjoy the sunshine during lunch in the greenspace at Wildcat Willy's Distillery downtown. Laura Freeman (owner) and Alice (manager) spoke about creating an oxygen blueprint in Clark County, green space downtown Winchester, farm-to-table and so much more!

The highlight of the day was a toss-up between sliding down the green hill at Legacy Grove (an all-inclusive park) on the old Clark Regional Hospital property and trying the new TOP SECRET (at the time) flavor at Ale-8-One! We were the first tour given at Ale-8-One in over 2 years! The newest flavor is now out for everyone to try – Black Raspberry! At the park, we once again discussed this idea of creating a green space where there wasn't previously that includes everyone, whether you are big, small, and all disabilities.

We capped off the day at Abettor Brewing Company, hearing from the owner, Tyler Montgomery, who spoke about bringing his dream of a brewery in Winchester to life, expanding to their new location and how the community has helped him along the way. Mayor Burtner also had the chance to speak about why Winchester is the "heart of Kentucky" and why it's the BEST city in which to live! Throughout the day in Clark County there was a common theme of community, inclusion, creativity, and sustainability.



Leadership Central KY class with the George Rogers Clark HS boys' basketball state title trophy.

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## Leadership Lexington Class Studies Local Equine Industry Impact

### Recap by Dean Roethemeier, Keeneland

Leadership Lexington's Equine Day kicked off with breakfast at Keeneland on a picture-perfect morning in May. Veterinarian and exercise rider Larkspur Carroll was our first speaker of the day and explained the nuances of developing horses into elite athletes, while we watched the morning workouts behind her. Keeneland's VP of Racing, Gatewood Bell, gave us an overview of what goes into putting on a race meet at the track.

We then moved into the barns where former trainer Buff Bradley gave us insight into life on the backside of a racetrack. From there, we moved down to the Sales Pavilion for a walk-through with Ryan Mahan, Keeneland's Director of Auctioneers. The class is looking forward to coming back in the fall to see a sale in person.

Nikki Burns gave us a great tour of Carriage Station Farm where we learned about the world

of Three-Day Eventing. From there, we boarded the bus to the Kentucky Horse Park for a tour of the grounds with Lee Carter. The group was astounded by the number of horses and people that come through the park throughout the year.

Romain Malhouitre, Greg Harbut, Clark Williams, Ron Mack, and Jermo Reese led a panel on inclusion in the equine industry. Greg Harbut's Living The Dream Stables recently enjoyed success at Keeneland. We were reminded that representation matters at all levels in the equine industry – from the barn, to the boardroom, to the winner's circle.

Our day concluded with a tour of Mill Ridge Farm. Price Bell was an excellent host. A walk through the farm, petting horses, and learning more about their family business was a perfect end to the day.

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Leadership Lexington class members during Equine Day Session. (Photo by Commerce Lexington Staff)

## Make Valuable Connections at Commerce Lexington Member Mixer

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Making connections during a pandemic is challenging to say the least. Commerce Lexington's **Member Mixer events presented by MELIA Realty Group** provide an opportunity for participants to network virtually, introduce themselves and their businesses, and ask questions.

Commerce Lexington Inc. staff will update participants on upcoming member opportunities and ways to get the most from their membership. The next Member Mixer event is

scheduled for **Thursday, June 9**, from 10:00 – 11:15 a.m. via Zoom.

#### TO REGISTER:

There is no cost to participate in this MEMBERS' ONLY event. Reserve your spot at **www.commercelexington.com**. After registering, attendees will receive log-in information in the event registration confirmation. Space is limited.



# WELCOME NEW MEMBERS

New Commerce Lexington Inc. Members From April 18 through May 13, 2022

## NEW TOP INVESTORS:

### **Dan Cummins Auto Group**

*Auto Dealers-New Cars*  
Main Contact: Tony Klarakis  
1020 Martin Luther King Jr. Blvd.  
Paris, KY 40361  
Phone: (859) 987-4345  
[www.dancummins.com](http://www.dancummins.com)

### **Dan Cummins Chevrolet Buick of Georgetown**

*Auto Dealers-New Cars*  
Main Contact: Tony Klarakis  
1470 Cherry Blossom Way  
Georgetown, KY 40324  
Phone: (502) 863-3727  
[www.dancumminschvybuick.com](http://www.dancumminschvybuick.com)

### **Dan Cummins Chevrolet Buick of Paris**

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[www.dancummins.net](http://www.dancummins.net)

### **Dan Cummins Chrysler Dodge Jeep RAM of Georgetown**

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[www.dancumminscdj.com](http://www.dancumminscdj.com)

### **Dan Cummins Chrysler Dodge Jeep RAM of Paris**

*Auto Dealers-Used*  
Main Contact: Tony Klarakis  
1021 Alverson Drive, Paris, KY 40361  
Phone: (859) 987-5669  
[www.dancumminschryslerdodgejeep.com](http://www.dancumminschryslerdodgejeep.com)

### **Turner Commons**

*Real Estate Developers*  
Main Contact: Darren Turner  
1387 New Circle Rd.  
Lexington, KY 40508  
Phone: (859) 255-9546  
[www.turnercommons.com](http://www.turnercommons.com)

### **Ada & Lo A gift Boutique**

*Retailers*  
Main Contact: Fred Worsham  
390 Southland Dr., Lexington, 40503  
Phone: (859) 785-1667  
[www.adaandlo.com](http://www.adaandlo.com)

### **Black Equipment Company**

*Material Handling Equipment*  
Main Contact: Chris Windler  
2400 Over Dr., Lexington, KY 40511  
Phone: (859) 269-3681  
<https://blackequipment.com>

### **CenterCourt Condominium Owners Association Inc.**

*Associations*  
Main Contact: Paul Prater  
535 S. Upper St., Lexington, KY 40508  
Phone: (859) 229-2929  
<http://centercourtcondominiums.com>

### **Cornerstone Equipment**

*Tractor Dealers*  
Main Contact: Monnie Leap  
3545 Dixie Hwy., Dry Ridge, KY 41035  
Phone: (859) 359-0148  
[www.kycornerstone.com](http://www.kycornerstone.com)

### **Doss and Horky Inc.**

*Contractors*  
Main Contact: Drew Moore  
108 Gose Pike, Danville, KY 40422  
Phone: (859) 236-2690  
[www.dosshorky.com](http://www.dosshorky.com)

### **Ed González Solutions LLC**

*Janitorial Services*  
Main Contact: Edmundo González  
3893 Forest Green Dr., Lexington, 40517  
Phone: (859) 948-5050

### **Float 859**

*Spas*  
Main Contact: Josh Cooper  
2680 Richmond Road, Ste 125  
Lexington, KY 40509  
Phone: (859) 967-3569  
<http://www.float859.com>

### **For Hank's Sake**

*Equine Foundations*  
Main Contact: Tammi Regan  
961 Russell Cave Rd., Paris, KY 40361  
Phone: (609) 694-1917  
[www.forhankssake.org](http://www.forhankssake.org)

### **Halo Salt Room & Wellness Spa**

*Spas*  
Main Contact: Kari Mullins  
2452 Sir Barton Way, Suite 202  
Lexington, KY 40509  
Phone: (859) 492-5289  
<http://halosaltroomlex.com>

### **Harrodsburg Square Condo Association**

*Condominiums*  
Main Contact: Judith Perkins  
750 Shaker Dr., Lexington, KY 40504  
Phone: (859) 314-6777  
[www.hbsquare.com](http://www.hbsquare.com)

### **Integrity Architecture**

*Architects*  
Main Contact: Carissa Nolasco  
2414 Palumbo Drive, Suite 125  
Lexington, KY 40509  
Phone: (859) 368-9712  
[www.integrityarch.com](http://www.integrityarch.com)

### **Kenwood Realty Group**

*Real Estate*  
Main Contact: Kenya Woods  
1025 Dove Run Road, Suite 209  
Lexington, KY 40502  
Phone: (859) 338-4565  
<http://kenwoodrealtygroup.com>

### **Lois Ann Disponett Real Estate**

*Real Estate*  
Main Contact: Todd Hyatt  
1260 Bypass South  
Lawrenceburg, KY 40342  
Phone: (502) 839-7409  
[www.disponettrealestate.com](http://www.disponettrealestate.com)

### **Melinda Drake Realtor-The Brokerage**

*Realtors*  
Main Contact: Melinda Drake  
505 Wellington Way, Lexington, 40503  
Phone: (859) 312-9005  
[www.Bestlexrealtor.com](http://www.Bestlexrealtor.com)

### **Miss Priss**

*Retailers*  
Main Contact: Elizabeth Cruise  
906 N. Broadway, Lexington, KY 40505  
Phone: (859) 254-2110  
<http://missprisspromandpageant.com>

### **Morehead Primary Care**

*Healthcare*  
Main Contact: Debbie Emmons  
333 Beacon Hill Rd., Suite 201  
Morehead, KY 40351  
Phone: (606) 780-0444  
[www.moreheadprimarycare.com](http://www.moreheadprimarycare.com)

### **On Tap Tours**

*Entertainment*  
Main Contact: Kari Coughlin  
169 N. Limestone, Suite 201  
Lexington, KY 40507  
Phone: (859) 681-9118  
[www.ontap-tours.com](http://www.ontap-tours.com)

### **Papi's at Palomar**

*Caterers*  
Main Contact: Gracie Brown  
3901 Harrodsburg Rd.  
Lexington, KY 40513  
Phone: (859) 523-2806  
[www.papislex.com](http://www.papislex.com)

### **PetVet365 Pet Hospital & Dental Center Lexington/Brannon Crossing**

*Veterinarians-Animal Care*  
Main Contact: Jason Ervin  
110 Langley Dr., Nicholasville, KY 40356  
Phone: (859) 832-0440  
[www.petvet365.com/brannoncrossing-lexington](http://www.petvet365.com/brannoncrossing-lexington)

### **PetVet365 Pet Hospital Lexington/Harrodsburg Road**

*Veterinarians-Animal Care*  
Main Contact: Jason Ervin  
3094 Harrodsburg Rd., Suite 101  
Lexington, KY 40503  
Phone: (859) 810-7387  
[www.petvet365.com/harrodsburg-lexington](http://www.petvet365.com/harrodsburg-lexington)

### **Printcore, Inc. - Printing & Contract Packaging**

*Packaging Materials and Supplies*  
Main Contact: Ray Woods  
4517 Blacksmith Ridge  
Lexington, KY 40515  
Phone: (859) 351-4596  
[www.printcoreinc.com](http://www.printcoreinc.com)

### **Quality Stone Countertops, Inc.**

*Countertop Fabricator*  
Main Contact: Orsana Gureyev  
1008 S. Main Street  
Nicholasville, KY 40356  
Phone: (859) 509-0581  
[www.qualitystonecountertops.com](http://www.qualitystonecountertops.com)

### **Rockstar Home Systems**

*Home Theater Systems*  
Main Contact: Josh Alvarez  
524 Lagonda Ave., Lexington, 40505  
Phone: (859) 983-0836  
[www.Rockstarhs.com](http://www.Rockstarhs.com)

### **Scott Pfeiffer & Co.**

*Landscape Contractors*  
Main Contact: Scott Pfeiffer  
3416 Farmington Road  
Lexington, KY 40502  
Phone: (859) 619-6431  
[www.spclandscape.com](http://www.spclandscape.com)

### **Solar Energy Solutions**

*Construction*  
Main Contact: Jeffrey Nazarko  
1038 Brentwood Court, Suite 6202  
Lexington, KY 40511  
Phone: (502) 649-2922  
[www.sesre.com](http://www.sesre.com)

### **The Onatopp Agency**

*Advertising Agencies*  
Main Contact: Teresa Woodrum  
115 Bell Ct., Nicholasville, KY 40356  
Phone: (859) 327-7001  
[www.theonatoppagency.com](http://www.theonatoppagency.com)

### **Twenty7 Productions**

*Marketing Consultants/Services*  
Main Contact: Dylan Justice  
881 Corporate Dr., Lexington, 40503  
Phone: (859) 279-1884  
<https://twenty7productions.com>

### **Vaughn Hall, PLLC**

*Accountants*  
Main Contact: Jeremy Vaughn  
444 E. Main St., Suite 202  
Lexington, KY 40507  
Phone: (859) 488-6630  
<https://vaughnhallcpa.com>

### **Wealth Management Advisors, LLC dba Acuity Wealth Management Advisors**

*Financial Services*  
Main Contact: Nathan Slyh  
444 E. Main Street, Suite 202  
Lexington, KY 40507  
Phone: (859) 492-7405  
[www.acuitywma.com](http://www.acuitywma.com)



# PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones



**The Agency** recently added new agent, **Dylan Langdon**.

The **Asphalt Institute Foundation** has hired **Allen C. McDaniel** as its new director, programs and development.

**Baptist Health Lexington** has named **Greg Repass, M.D.**, as chief operating officer. A Lexington native, he has been with Baptist Health since 2013.

**Central Bank Center** and catering partner, **Hardwood & Oak**, received three nominations and two awards at the annual Lexington Hospitality Awards banquet hosted at Keeneland on May 17. **Barbara Gent**, Central Bank Center Ticketing Coordinator, and **Claudette Taylor**, Hardwood & Oak Banquet Captain, received the Service Excellence Award. **Rick Parrent**, Central Bank Center System Administrator, was nominated for the Service Excellence Award.

Lexington-based construction company **Deanbuilds** has expanded its ownership team to include **Blanton Coates**, director of business development, who will lead preconstruction efforts, manages teams, and partners, and maintains timely projects.

**Equus Run Vineyards** was recently recognized by the Kentucky Small Business Development Center with a 2022 Kentucky Pacesetter Award, which recognizes high-performing traditional and start-up small businesses that are producing innovative products, increasing sales, creating jobs and serving communities of the Commonwealth.

**J. Render's Southern Table & Bar** was recognized by the Small Business Administration's Kentucky District Office during National Small Business Week. Co-owners Gwyn and Ren Everly received the SBA 2022 Kentucky Small Business Advocate of the Year Award.

The **Kentucky Distillers' Association** announced that **Allison Delande** has joined the non-profit trade group as its first-ever director of special projects. An events management, marketing and branding expert, Delande spent the past 20 years strategically developing, building and managing brands through multiple channels, including in-person experiences, web, marketing, advertising and fund-raising.

The American Bar Association (ABA) Forum on Construction Law has selected **Stites & Harbison, PLLC** attorney **Rebecca M.W. Sherman** for its 2022 Diversity Fellowship. Sherman is one of six nationwide honorees to receive the three-year fellowship, which was created to encourage diverse construction lawyers to become active members and leaders of the Forum on Construction Law.

*The Patent Lawyer Magazine* has named **Stites & Harbison, PLLC** to the 2022 Top 10 Patent Firms and IP Practices in North America – South list. The editorial and research staff at *The Patent Lawyer Magazine* reviews law firms by country and jurisdiction based on a variety of criteria, such as recent legal achievements, recognition by third party rankings and honor directories, client testimonials, and more.

The American Bar Association (ABA) Health Law Section has ranked **Stites & Harbison, PLLC** in fifth place in its Ninth Annual Regional Top 10 Law Firm Recognition List for the South for 2020-21. The firm improved its ranking by one spot over the previous year's listing, now having been honored eight consecutive times to the Top 10 list.

**Traditional Bank** recently announced the following promotions. Cash Management Director **Sarah Jefferson**, Commercial Loan Officer **Michael Friesen**, and Managed Asset Officer **Jody Caldwell** have been promoted to senior vice president. Commercial Loan Officer **Erin Soard** and Consumer Loan Officer **Kristin Tarrence** were both promoted to vice president. In addition, Traditional Bank welcomed Commercial Lender, **Ross Smith**, to its Lexington lending team.

**Traditional Bank** is celebrating its 120th anniversary this year. The bank was founded in 1902 in Mt. Sterling, where it is still headquartered. Traditional Bank has 17 banking centers in seven Kentucky counties and a loan production office in Louisville. It is a closely-held company guided by local decision makers who are paving its path forward. All of Traditional Bank's market leaders reside in the county where their banking center(s) are located.

**Dr. Robert DiPaola** recently accepted the position of provost at the **University of Kentucky** after a year serving as chief academic officer in an acting capacity.

The Radio Television Digital News Association announced that **WUKY 91.3FM** is the winner of a regional Edward R. Murrow Award for excellence in journalism for its coverage of the December deadly tornado outbreak in Kentucky. **Karyn Czar** captured the honor for her story "Needle in a Haystack" about the successful search for a cherished family photo through piles of rubble and debris.

**Wyatt, Tarrant & Combs, LLP** recently welcomed **Amy L. Robinson** to its Lexington office as part of the firm's Real Estate & Lending Service Team.

The **YMCA of Central Kentucky** recently celebrated the work of its volunteers, staff, donors, and community partners at its Annual Celebration of Impact. The individuals and partners who were recognized include: Community Impact Award – **Clark Material Handling Company**; Red Triangle Award – **Linda Granacher**; Volunteers of the Year – **Aretha Diane Floyd** (Black Achievers), **Lisa Williams** (C.M. Gatton Beaumont YMCA), **Chris Douglas** (Frankfort YMCA), **Art Swanberg** (High Street YMCA), **Jennifer K. Bell** (North Lexington Family YMCA), and **Fayette County Public Schools Connections Program Students** (Whitaker Family YMCA); YMCA Black Achievers Graduating Seniors – **Jevon Adams** (Henry Clay H.S.), **Rae Jackson** (Bryan Station H.S.), **Aleah Jones** (Frederick Douglas H.S.), **Amber Miller** (George Rogers Clark H.S.), **Malik Mulder** (Lafayette H.S.), **Dominick Smiley** (Great Crossing H.S.), **Mkya Smith-Jackson** (STEAM Academy), **Avery Stewart** (P.L. Dunbar H.S.), and **Akshay Thakur** (Bryan Station H.S.); Rob Taylor Spirit Award (YMCA Part-Time Employee) – **Courtney Hunn** and **Beth Hack**; and Impact Award (YMCA Full-Time Employee) – **Brandi Doss**.

## SUBMIT PERSONNEL NEWS:

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



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Periodical  
Postage PAID  
at Lexington,  
Kentucky

## COMMERCE LEXINGTON CALENDAR OF EVENTS

### JUNE 2022:

- 9** **Member Mixer presented by MELIA Realty Group**, 10:00 - 11:15 a.m. via Zoom. **- SEE PAGE 17**
- 9** **Leadership Lexington presented by McBrayer PLLC:** Reflection & Graduation.
- 15** **Deadline to submit applications for the 2022-23 Leadership Central KY program.** **- SEE PAGE 7**
- 16** **Business Link hosted by Studio46 Media** (605 Blue Sky Parkway), 4:00 - 6:00 p.m. **- SEE PAGE 9**
- 21** **@330 Series presented by Lexington Event Company**, 3:30 - 4:30 p.m., via Zoom. **- SEE PAGE 8**
- 23** **Business Owners Advisory Boards Enrollment Event hosted by AZUR Restaurant & Patio** (3070 Lakecrest Circle), 3:30 - 5:00 p.m. **- SEE PAGE 11**

### JULY 2022:

- 4** **Commerce Lexington offices closed in observance of Fourth of July holiday.**
- 11** **Deadline to submit 2022 Salute to Small Business Awards applications.** **- SEE PAGES 12 & 13**
- 13-14** **Washington, D.C. Fly-In presented by Columbia Gas of Kentucky.** **- SEE PAGE 10**

### SEPTEMBER 2022:

- 10-20** **International trip features Greece Island Hopper Adventure.** **- SEE PAGE 9**