

Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | NOVEMBER 2022 | VOLUME XXX, ISSUE XI



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BUSINESS FOCUS

November 2022: Volume XXX, Issue XI

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Personnel Updates:

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

On the Cover:

Skyline of downtown Grand Rapids, Michigan, site of the 2023 Leadership Visit presented by Central Bank & Trust Co., June 5-7, 2023. (Photo from Shutterstock.com)



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.

- 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.



We're here, when it matters most.

Chamber Members Save 10% on their Workers' Comp with ClearPath Mutual



Contact Commerce Lexington to Learn More!
Dawn Flickinger | dflickinger@commercelexington.com | (859) 254-4447

Discount applies to new & existing business with ClearPath. Simply request your discount agent to add the discount.

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.

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.

Health Solutions

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>.

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.

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.

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.



ECONOMIC DEVELOPMENT

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

Lexington Manufacturing Center Celebrates Opening of New Facility

Recently, Lexington Manufacturing Center (LMC) moved its operations to a new facility better suited to meet their manufacturing and warehousing needs. Our economic development team joined LMC and parent company Opportunity for Work and Learning (OWL) executives to celebrate the grand opening of the company's new in Lexington.

The Lexington Manufacturing Center (LMC) is a for-profit company owned by OWL that provides a variety of manufacturing services on the local, national, and international level. LMC also serves as a training ground for OWL program participants when appropriate- allowing them to earn income, gain work experience, and receive real world skills training.

"Over the last decade, our capabilities and opportunities increased, requiring us to seek a more suitable space for continued growth," Tony Higgins, President, and CEO, said of the move.

On September 1, 1961, Opportunity Workshop of Lexington, Inc. (OWL) was established as a workshop for individuals with severe disabilities, operating in a humble 3,500 square foot warehouse in downtown Lexington. By 2003, OWL had successfully met requirements for its Quality Management System for ISO- 9001:2000 Certification and the manufacturing department was renamed Lexington Manufacturing Center. In 2016, LMC became a wholly owned, for-profit subsidiary of OWL. This allowed for LMC to become a community-based integrated employer.

Commerce Lexington Inc. President and CEO, Bob Quick, said, "Congratulations to Lexington Manufacturing Center (LMC) on the opening of its new facility. We appreciate the commitment of LMC to our community and the role it plays in our economy, both in terms of the services and the vital real-world skills training it offers. This new facility will enable LMC to provide even more opportunities to people throughout our community and region."



Left to right: Cheryl Klever (Commerce Lexington); Commerce Lexington President & CEO Bob Quick; Lexington Councilmember Josh McCurn; Lexington Chief Development Officer Kevin Atkins; Tony Higgins (OWL); LG Litteral (Lexington Manufacturing Center); Ryan Krause (SRC of Lexington); Lexington Councilmember Jennifer Reynolds; Stephanie Nelson (U.S. Senator Mitch McConnell's Office); and Gina Greathouse (Commerce Lexington).

Coopapalooza: An Economic Development Conference Like No Other

East Kentucky Power Cooperative (EKPC) is a not-for-profit generation and transmission electric utility with headquarters in Winchester. The cooperative is owned and governed by 16 member-owned electricity distribution co-ops. EKPC's vital mission is to safely generate and transmit affordable, reliable power to these cooperatives serving more than one million Kentuckians. Together with its owner-members, they are known as Kentucky's Touchstone Energy Cooperatives.

Our team attended the annual Coopapalooza conference to learn more about how the Kentucky Touchstone Energy Cooperatives power more than 1.1 million Kentuckians in 87 counties, play a vital role in boosting economic development and aim to lead in cultivating job growth, new investments, and community development. Additional guest speakers included **Secretary Jeff Noel (pictured below)**, Kentucky Cabinet for Economic Development; Matthias Beier, Transatlantic Business & Investment Council; Alan Reeves, Newmark Global Site Selector; Tess Fay, MBA, Global Location Strategies and Site Selectors Guild Member, and listened to the Wieland Group Panel Discussion featuring Matt Bedingfield and Phillip W. Moody of Wieland; Jake Weir of Norfolk Southern Corporation; Ray Leathers of Shelby County Industrial and Development Foundation Inc.



Niki Goldey Joins Commerce Lexington's E.D. Team

Commerce Lexington Inc. is pleased to announce that Niki Goldey recently joined its economic development team as Director of New Business Development. Niki grew up in central Kentucky and graduated from Woodford County High School. She is a graduate of Transylvania University with a degree in Business Administration. She spent the first 22 years of her professional career with VisitLEX, and most recently served as its Director of Communications. Passionate about Lexington and the Bluegrass, Niki is excited to collaborate with regional economic development partners to recruit new primary business to Lexington and central Kentucky. Niki lives near downtown Lexington with her husband and two dogs. She and her husband enjoy being involved in the Lexington community, as well as spending time outdoors camping and boating.



NIKI GOLDEY



Jonathan Webb, AppHarvest Founder + CEO

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At BGCF we help individuals, couples and families with their charitable giving, but did you know we also work with businesses of all sizes to grow their giving?

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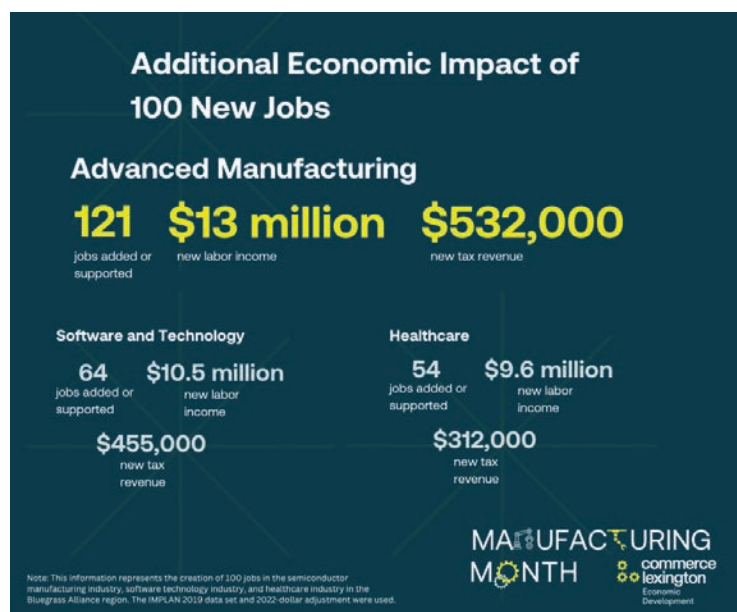
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ECONOMIC DEVELOPMENT

STAT: Manufacturing Industry's Economic Impact on Lexington

Commerce Lexington has identified strategic target markets for recruitment efforts that encourage growth and prosperity in Lexington's workforce and community. One of our strategic target markets, Advanced Manufacturing, was recognized in the month of October as Manufacturing Month. Advanced manufacturing uses innovation and technology to improve the manufacturing process, typically through the incorporation of computer technology, advanced robotics, information technologies, automation, precision control of the manufacturing process, customization, sustainability, waste reduction, and eco-friendly technologies and practices. The chart below shows the significant economic benefits of the creation of 100+ new jobs in the semiconductor manufacturing industry, as well as two other strategic target industries: software technology and healthcare. Kentucky manufacturing companies not only provide jobs and economic prosperity, but they also produce national brands such as Pop-Tarts, Dixie Cups, Jif peanut butter, Post-It Notes, Hot Pockets, Kentucky Ale, Tiffany & Co. jewelry, numerous brands of bourbon, and automobiles such as Toyota's Avalon and Lexus ES 350.



LifePath Behavioral Health Clinic Holds Ribbon Cutting Ceremony

In October, our team hosted a ribbon cutting for the new LifePath Behavioral Health Clinic on its campus at 1165 Centre Parkway. The event featured remarks from Congressman Andy Barr, as well as Councilmember Fred Brown and Dr. Aime Kunes. LifePath is a division of Employment Solutions, a nonprofit organization founded in 1983. This newest division offers a comprehensive menu of services designed to promote mental and emotional wellness, lifestyle health, and recovery to individuals, couples and families seeking our services.

Bob Quick, CEO & President of Commerce Lexington stated: "Thank you to Rick, Aime and the entire LifePath team for your dedication and commitment to providing services that are critical to people throughout Central Kentucky and will encourage a healthy workforce and community."

According to LifePath Director Aime Kunes, "LifePath will address a growing gap in behavioral health services within Central Kentucky for both availability and affordability, this lack of service adequacy has been rendered evermore conspicuous as a consequence of the Covid pandemic."

As Central Kentucky continues to face an exceptionally tight labor market, LifePath will serve to help employers retain their workers by providing readily available, convenient, and affordable critical behavioral health services.

WELCOME TO THE TEAM, CAMDEN SKIDMORE

Senior Vice President, City Executive



FDIC SouthCentralBank.com 386 Waller Ave, Suite 110, Lexington, Kentucky 40504 859-223-0170 NMLS# 1158299

BY THE NUMBERS:

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

TOTAL PROSPECTS SINCE JANUARY: 46

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

Existing Business Visits: 62

Existing Business Attempts: 136

Site Visits: 17



Upcoming Regional Summit to Help Build a More Competitive Region

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East Kentucky Power Cooperative

Presented by **Community Trust Bank**, the 2022 Regional Summit on November 30 from 8:30 a.m. to 5:00 p.m. at The Campbell House (1375 S. Broadway) will provide the opportunity for influential public and private sector leaders within our nine-county economic development region to come together and learn about how we can make Central Kentucky more economically competitive for jobs and talent. In a post pandemic world where businesses and people can live and work from almost anywhere, building a stronger region has never been more important.

During the full-day event, leaders will hear from national economic development experts about our region's strengths, challenges in a post-pandemic world and our opportunities for growth. Leaders will be engaged in breakout sessions focused on the initial key "action items" to building a more competitive region.

Featured speakers include Ted Abernathy from Economic Leadership LLC speaking on the topic *Building a More Competitive Bluegrass Region*, Robyn Domber and Katherine Saunders from Development Counsellors International presenting on *Perception & Marketing*, and Jeff Noel, Kentucky Economic Development Cabinet Secretary, speaking on *Collaborating for Success*.

Through this event, businesses and community leaders will better understand regional issues, and be engaged in solutions to build a more competitive region! The cost to attend is \$179. For more information, visit www.commercelexington.com/regional-summit.html.

CHARGING STATION SPONSOR: Kinetic By Windstream

GOLD SPONSORS: Eastern Kentucky University | Vaughn & Melton Consulting Engineers

SILVER SPONSORS: Dan Cummins Auto Group | Kentucky American Water | Toyota Kentucky

FEATURED SPEAKERS:



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KATHERINE
SAUNDERS
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EVENTS

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

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

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

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



Photo from Shutterstock.com

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

TO REGISTER:

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

SCAN TO REGISTER



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Republic Bank & Trust Company | Stock Yards Bank & Trust | WealthSouth | WesBanco Bank



ANNUAL AWARDS LUNCHEON ~ NOVEMBER 17

The Campbell House | 1375 S. Broadway | Lexington | 12:00-2:00pm

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Mary Noble
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Renee Shaw
Director of Public Affairs
Moderator, KET



Patty Breeze
President & Founder
Breeze Financial

Save The Date!

December 7 10:00am-12:00pm

CALM YOUR INNER CRITIC WORKSHOP
Presented by MaryAnn Gramig



INVESTING IN OUR STUDENTS

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



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

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

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

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

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

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

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

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

**LEARN MORE AT
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EVENTS

Build Your Connections Using Commerce Lexington's Social Media

Commerce Lexington Inc. recognizes that business owners and business professionals live busy lives. That's why we have so many different ways to keep connected to the events, programs, and services that help you succeed. Social media is an effective way to promote your company or organization and

engage your customers. Here are some of the places you can keep up with Commerce Lexington Inc. on social media. Commerce Lexington Inc. members are permitted to post items about their business to our social media channels. Review the list on this page to see where you would like to connect.



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Stay up-to-date on Commerce Lexington news and legislative activity on our News pages, and learn more about Lexington's demographics and other key economic statistics.



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

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

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

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

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

TO REGISTER:

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

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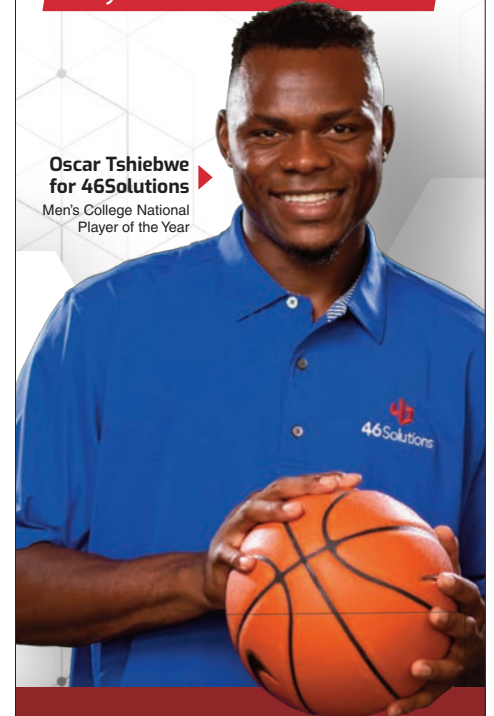
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EVENTS

VIRTUAL EVENT

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

PRESENTED BY



@330 SERIES:

WHEN: Tuesday, December 13

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

WHERE: Via Zoom

TOPIC: Cost-saving programs for your business

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

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

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

- Commerce Lexington has partnered with **Humana** to offer affordable health coverage exclusively for our members with 2+ employees in certain qualifying industries.

- Through **ODP Business Solutions**, you have access to the most aggressive pricing and prime vendor perks for all your home office and business office needs.
- Through a partnership with **ClearPath Mutual**, member businesses of all sizes can receive a 10-percent discount on their workers' compensation insurance coverage.
- Commerce Lexington has partnered with **RevLocal** to offer a special 25% discount on initial onboarding fees to active members who sign up for any of RevLocal's marketing services.

TO REGISTER:

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

Ask Abby Vaughn

HOW CAN I MAKE A DIFFERENCE THIS GIVING TUESDAY?

HI ABBY: Giving Tuesday is coming up and I'd really like to help those in need. The last year has been tough for all of us and so many could use a pick me up around the holidays. My question is, are there any strategies I should be using when it comes to charitable giving?

—CHARITABLE CHARLIE

HI CHARLIE: First, let me say I appreciate your desire to want to help those in need. You are so right, this past year (and more!) has brought many challenges and so many people need assistance in our community. Local nonprofits, churches, food banks, shelters, and hospitals all need support right now. So, thank you for your kindness.

When it comes to charitable giving, there are several strategies that can benefit both the giver and the recipient. Let's look at just a few.

One strategy is to consider gifting highly appreciated investments (such as stocks or mutual funds) to avoid capital gains you would normally incur if you sold the shares. I realize markets have been difficult this year, but many investors may still have significant long-term gains, so this can be a win-win situation!

Another strategy for those who are age 72 or older is to consider gifting IRA assets to charity. Each year, up to \$100,000 can be transferred directly from your IRA to a qualified charity. This is a tax-free distribution and also counts toward the required minimum distribution that must be taken each year upon reaching the age of 72.

There are obviously other strategies to consider, and we certainly recommend you discuss these with your tax advisor before acting! If you'd like to learn more or get additional advice on how to give back this Giving Tuesday, give us a call. At American Trust, we are here to help you make a difference and to do it in the most effective way possible.

—ABBY V.



Abby Vaughn, AIF®
Business Development Director
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Commerce Lexington Recognized by KCCE With Statewide Awards

Recently, the Kentucky Chamber of Commerce Executives' (KCCE) Annual Conference in Lexington included conversations on diverse topics facing Kentucky and the nation, featured speakers Chef Ouita Michel of Holly Hill Events and Dr. Eli Capilouto, President of the University of Kentucky, and presented the KCCE Annual Excellence Awards, which pay tribute to local chambers of commerce in areas of operational excellence that include membership growth and retention, advocacy, and more.

The Excellence Awards were given in five categories. Within Group V (annual dues income more than \$650,001), Commerce Lexington took home the award for **Outstanding Membership Growth** with a net increase of 84 members or 4.7% during the last fiscal year.

Individually, Commerce Lexington's **Diana Wilson** (Office Administrator – Membership & Engagement) was recognized with the 2022 Chamber Staff Member of the Year Award. A 20-year veteran, Wilson



Commerce Lexington's Diana Wilson, middle, received the 2022 Chamber Staff Member of the Year Award from KCCE. Pictured left to right: Hailey Anderson (Murray-Calloway Chamber of Commerce), who presented the award, Diana Wilson, and KCCE Executive Director Amy Cloud. (Photo by Sawyer Coffey, Kentucky Chamber of Commerce)



Commerce Lexington was recognized for Outstanding Membership Growth by KCCE. From left to right are Commerce Lex. President and CEO, Bob Quick, account executives Kristin Taylor and Kristie Woodrum, and Amy Cloud, KCCE Executive Director. Not pictured was account executive Kelly Bates. (Photo by Mark Turner, Commerce Lexington)

has provided outstanding service to the organization and the community, no matter the need or task. She has been instrumental in the success of every aspect of our organization.

Another proud Commerce Lexington member welcoming thousands of visitors to their business in the pages of TravelHost of the Bluegrass



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Winner's Circle Campaign Continues Momentum with Production

Commerce Lexington's annual Winner's Circle campaign kicked off in August and has methodically progressed over the last month and a half, reaching 54% of the total production goal. This annual fundraising campaign enlists the help of volunteers from throughout the community, who seek to bring in new members, renewals and membership upgrades, while informing existing members of services and marketing opportunities available through Commerce Lexington.

Volunteers, staff and campaign leadership celebrated their success during a Mid-Campaign Luncheon on October 12th hosted by Holly Hill Events at Fasig-Tipton. Top producing teams at press time of this issue were **American Trust, Central Bank & Trust Co., and PNC Bank**, while the top volunteers so far were **Abby Vaughn** (American Trust), **Todd Sallee** (Stock Yards Bank & Trust), **Cheryl Eadens** (Bluegrass Of-

fice Systems), **Lisa Smith** (Columbia Gas of Kentucky), and **Camden Skidmore** (South Central Bank).

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

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

If you have thought about marketing your business or organization through the opportunities available at Commerce Lexington events or in publications, now is a great time to check out the sponsorships for late 2022 or 2023 that meet your marketing needs.



ABOVE: Volunteers & campaign leadership celebrated their success during the Mid-Campaign Luncheon at Fasig-Tipton.



RIGHT: Chef Scott Darnell with Holly Hill Events made remarks during the Mid-Campaign Luncheon. (Photos by Commerce Lexington staff)

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Applications for 2023 Ambassador Committee Due By Nov. 14th

Commerce Lexington is currently accepting applications for its 2023 Ambassador Committee. Ambassadors are active members of Commerce Lexington who volunteer their time to assist with Commerce Lexington's member relations and retention efforts. The role of the Ambassador is to serve as a mentor to members and to help them make business connections. Ambassadors are required to call their assigned member contacts, to meet them at Commerce Lexington events and ensure their involvement and participation. Ambassadors also represent Commerce Lexington at community ribbon cutting and grand opening events.

Inherent in this role is an understanding that Ambassadors educate members on the benefits available to them through their membership. Therefore, each Ambassador must have a good understanding of the benefits of Commerce Lexington, including personal experience with networking events. Attendance at bi-monthly Ambassador Committee meetings is expected.



Selection for the committee is based on the following criteria:

- History and level of participation in Commerce Lexington.
- Occupation/Industry (to achieve diversity on the Committee).
- Willingness to mentor.
- Enthusiasm.

Additional criteria for Ambassador Committee:

- Applicant's employer must be an active member of Commerce Lexington.
- Applicant must have been active with Commerce Lexington for at least a year.
- Only one employee per company can serve on the committee.

The Ambassador Committee application is available on-line at www.commercelexington.com/ambassador-program.html. **Deadline to submit applications is Monday, November 14.** Contact Kristie Woodrum at kwoodrum@commercelexington.com if you have questions.

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Emerging Leaders of the Bluegrass Continue Great Programming

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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 late October, emerging leaders gathered at Keeneland for a presentation on Breeders' Cup 101 with Drew Fleming, President and CEO of Breeders' Cup, and Gatewood Bell, Keeneland's Vice President of Racing, as the region prepared to host The Breeders' Cup.

On November 9th, emerging leaders will learn how to integrate design thinking into their work and how to develop creative and critical thinking skills needed to solve complex problems with Dr. John B. Nash, an associate professor in the UK Department of Educational Leadership Studies.

On December 13th, the program will focus on networking, team building, and just plain fun at Activate Games! Activate offers high-tech games that test your physical and mental agility across a wide variety of real-life challenges. Choose from hundreds of combinations of games and difficulty levels, each lasting one to three minutes with multiple options for team play so you can work alongside other Emerging Leaders. Those who would like to attend these upcoming events must be Emerging Leaders of the Bluegrass passholders.

JOIN EMERGING LEADERS:

Purchase your annual pass today and begin expanding your capacity through professional development, networking and community education opportunities. If you have been wanting to join Emerging Leaders, we are now offering a pro-rated rate of \$65 per person to participate in the remainder of the pass year. The cost for a full year of professional development programming is \$100 for Commerce Lexington members, \$125 for non-members, and \$50 for students. To learn more about Emerging Leaders of the Bluegrass, visit www.emergingleadersbg.com.

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Leadership Lexington Learns About Local Public Safety Agencies

Excerpts of Recap by Blair Martin, Baird

The Leadership Lexington's October session focused on public safety. Prior to the day, we were encouraged to participate in ride-alongs with both the Lexington Police and Fire Departments, so we would have an idea of the challenges our public servants face daily.

Fire chief Jason Wells kicked off the day by sharing his leadership story, which focused on teambuilding and identifying value and leading with honesty, courage, integrity, transparency, and compassion. We had a chance to see his leadership coming through in his people as we were ushered outside to watch a live fire demonstration. The firefighters are true team players working to help save lives and property while keeping each other safe. Dragging hoses, setting up ladders, a simulated human rescue and the ultimate extinguishing of the fire showed us the danger and competency that surrounds their jobs.

At the Public Safety Operations Center we heard from Emergency/Recovery manager Tim Brandewie about how the city responds to emergencies such as natural disasters. We learned about the coordinated response that goes into ensuring our roads are cleared, power lines secured, and additional emergency funds and services brought into the city when something like an ice storm hits our city.

After project presentations over lunch, we heard from Major Greg Lemonds, Captain Hershey, and Vanessa Israel from the Fayette County Detention Center. Next, we heard from LPD Chief Lawrence Weathers, FCPS Police Chief Martin Schafer, and



The Leadership Lexington class participated in Public Safety Day on October 13. (Photo by Mahan Multimedia)

Fayette County Sheriff Kathy Witt. They talked about their leadership styles and fielded questions from our class on topics ranging from training for school shooting response to de-escalation techniques for non-violent threats.

Last, we had breakout sessions with the canine unit, special operations (SWAT and bomb squads), and community resources such as the Copsicle van which gives out free popsicles and the police activities league (PAL). My most memorable experience was with the training and prism simulator. After watching one of my classmates, I jumped in to simulate being an officer at a traffic stop. The simulation was incredibly lifelike, and afterwards we debriefed on how we could have approached the scenarios differently. **[Read the full recap of Public Safety Day at www.leadershiplexington.com]**

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WELCOME NEW MEMBERS

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

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Industrial Contracting

Main Contact: Jeremy Williams
102-3 Supply Court, Georgetown, KY 40324
Phone: (502) 570-0434

Aetna Building Solutions

Building Materials

Main Contact: Steve Hollingshead
2433 MacKinwood Dr., Lexington, KY 40510
Phone: (859) 226-5687
www.aetnaplywood.com

The Blinds Man

Window Treatments

Main Contact: Tami Kozanecki
392 Southland Drive, Lexington, KY 40503
Phone: (859) 260-1551
www.theblindsmaninc.com

Boggs Law Group, P.A.

Legal Services

Main Contact: Bart Denham
271 W. Short Street, Suite 812
Lexington, KY 40588
Phone: (859) 629-8269
www.boggsllawgroup.com

Chenault Vineyards

Wineries

Main Contact: Sherridan Keltner
2284 Barnes Mill Road, Richmond, KY 40475
Phone: (859) 328-7773
www.chenaultvineyards.com

Crown Staffing-Health

Employment Services

Main Contact: David Wanner
3067 Richmond Road, Lexington, KY 40509
Phone: (859) 242-3376
www.crownstaffing.com

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Explorium of Lexington

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www.explorium.com

GLICOD Media

Marketing Consultants/Services

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Phone: (502) 551-5027
www.glicod.com

Hotel LEX

Hotels/Motels

Main Contact: Cheryl Gadd
5532 Athens Boonesboro Rd.
Lexington, KY 40509
Phone: (859) 800-1999
www.hotellexky.com

Lexington Electrical & HVAC, LLC

Air Conditioning & Heating Systems HVAC

Main Contact: Lisa Cornett
1160 Industry Road, Lexington, KY 40505
Phone: (859) 457-0426
https://lexelectricalandhvac.com

Main Event

Entertainment

Main Contact: KD Hamilton
240 Canary Rd., Lexington, KY 40503
Phone: (602) 349-6982
http://mainevent.com

Max-Hamilton Logistics

Logistics

Main Contact: Lesley Gray
2333 Alexandria Dr., Suite 453
Lexington, KY 40504
Phone: (859) 962-1570
www.max-hamilton.com

Reach Influencers

Marketing Consultants/Services

Main Contact: Nick Wise
1297 Hooks Rd., Hardinsburg, KY 40143
Phone: (502) 641-0865
http://reach-influencers.com

Tru By Hilton University Medical Center

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Main Contact: Mike Alexander
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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, December 8**, from 10 - 11:15 a.m. via Zoom.

TO REGISTER:

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

GOLD SPONSOR: Next Century Technologies

PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones



46Solutions was recently recognized with ABC 36's Viewer's Choice Award for Best Home Entertainment.

The Agency: **Sarah Arvin** is now certified SRES - Seniors Real Estate Specialist. Only .01% of agents nationwide carry the designation. The Agency now has four agents with this designation including **Sarah Arvin, Susie Basham, Kristy Hall & Sandy Allnutt**. In addition, new agents to the firm included **Paul Chartier, Garnet Hinkle, Blake Liles & Robin Murray**.

Audio Authority: **Delilah Durrum** was promoted to Operations Manager at the company's Lexington headquarters.

Patricia M. Breeze, founder and owner of **Breeze Financial, LLC**, was elected as President of the board of the National Association of Women Business Owners (NAWBO) Kentucky Foundation, a nonprofit aimed at supporting women in business. Patty has been a NAWBO member since 1992 and previously served on the National NAWBO board.

City National Bank has been named the Best Bank in Kentucky on the *Forbes* list of Best In-State Banks 2022. *Forbes* and Statista identified the Best-In-State Banks based on an independent survey of consumers.

Central Bank was recently recognized on the *Forbes* list of Best-In-State Banks 2022. This prestigious award is presented by *Forbes* and Statista Inc., which identified the list based on an independent survey of U.S. consumers.

Donut Days Bakery recently celebrated 50 years in business. The locally-owned and operated family business first opened in 1972.

Energy Insurance Agency was named one of the Top 100 Property/Casualty Independent Agencies in the U.S. by the *Insurance Journal* for 2022. The Top 100 list is ranked by total property/casualty agency revenue and comprises only those agencies whose business is primarily retail.

GuardLogic has been named as one of the fastest growing private companies in this year's *Inc. 5000* list. The company ranked No. 4,108 after reporting 115% revenue growth over the last three years. The prestigious *Inc. 5000* list analyzes company data to recognize the fastest-growing privately held businesses in the United States.

The **Lexington African-American Sports Hall of Fame, Inc.** recently inducted its inaugural class in several categories during a ceremony and gala, including - CONTRIBUTORS: **Jackie French, Charles Trumbo, and Herb Washington**.

OFFICIALS: **Brenda Garner Hughes**; COACHES: **Charlie Givens, Sanford T. Roach, and Donna "Coach Rob" Robinson Wilson**; TEAMS: 1956 Douglass High School Demons and 1959 Dunbar High School Bearcats; ATHLETES - Segregated Era: **John Will "Scoop" Brown, Joe Hamilton, Bobby "Poo Cat" Washington, and George Wilson**; ATHLETES - Modern Era: **Steve Chandler, Dermontti Dawson, Tayna Fogle, Tyson Gay, Jack "Goose" Givens, James Lee, Marc Logan, Shelvin Mack, Dirk Minniefield, Michael "Scooby Doo" Searce, and John "T-Bone" Shelby**.

The **Lexington-Fayette Urban County Airport Board** welcomed **Clay Angelucci** as a new board member. A partner and founder of Block + Lot Real Estate in Lexington, Angelucci will serve a four-year term on the airport's board.

McBrayer PLLC: Attorney **Chris Eller** joined the Lexington office in the firm's commercial and business litigation practice group.

Republic Bank & Trust Company recently earned the prestigious 2022 American Bankers Association Foundation Community Commitment Award in the Community and Economic Development category for an initiative that united nine community banks to complete funding for the Louisville Urban League's Norton Healthcare Sports and Learning Center.

The **University of Kentucky** recently welcomed **Damon L. Williams, Jr.**, as associate vice president in the Office for Institutional Diversity. Additionally, **Rosalie Mainous** was named the sixth dean of the UK College of Nursing. Upon approval from the Board of Trustees, Mainous will join UK on November 14. The UK J. David Rosenberg College of Law announced that **Melynda J. Price, Ph.D.**, has been appointed as the inaugural J. David Rosenberg Professor of Law.

SUBMIT PERSONNEL NEWS:

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



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COMMERCE LEXINGTON CALENDAR OF EVENTS

NOVEMBER 2022:

10 Leadership Lexington presented by McBrayer PLLC:
Government Day Session.

14 Applications due for 2023 Commerce Lexington
Ambassador Committee. - SEE PAGE 15

16 Leadership Central Kentucky presented by LG&E & KU
Energy: Franklin County Day.

24/25 Commerce Lexington offices closed for Thanksgiving
holiday.

30 Regional Summit presented by Community Trust Bank,
8:30 a.m. - 5:00 p.m., at The Campbell House (1375 S.
Broadway). - SEE PAGE 7

DECEMBER 2022:

8 Member Mixer presented by MELIA Realty Group, 10:00
- 11:15 a.m., via Zoom. - SEE PAGE 18

8 Leadership Lexington presented by McBrayer PLLC:
Health & Human Services Day Session.

13 @330 Series presented by Lexington Event Company,
3:30 - 4:30 p.m., via Zoom. - SEE PAGE 12

14 Leadership Central Kentucky presented by LG&E & KU
Energy: Bourbon County Day.

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

JANUARY 2023:

26 An Evening With Commerce Lexington presented by
Fifth Third Bank, 5:30 - 8:30 p.m., at Central Bank Center.
- SEE PAGE 11

JUNE 2023:

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