

Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | AUGUST 2022 | VOLUME XXX, ISSUE VIII

2022 salute to small business

presented by



August 22-26

**Category Award
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Nominations for Commerce Lex.
Board Due by September 6

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BUSINESS FOCUS

August 2022: Volume XXX, Issue VIII

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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.

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ECONOMIC DEVELOPMENT

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

Biotech Network Group Gathers at University of Ky's CoRE Building

Traditionally, Commerce Lexington's economic development division hosts industry focused networking groups to unite and support existing business within central Kentucky. Since the last two years have hindered in-person collaboration, our team was excited to re-unite biotech employers at the University of Kentucky's newest building on the Coldstream Research Campus, the CoRE. Guest speakers included Ian McClure, Associate Vice President for Research, Innovation, and Economic Impact and Executive Director of UK Innovate; and Landon Borders, Executive Director of UK Innovation Connect, an extension office of UK Innovate. McClure shared how UK Innovate works to move ideas into the world



faster, where they can make the greatest possible social and economic impact through Corporate Partnerships, Technology Commercialization, Social Innovation, and Innovation Training. Borders provided guests with an overview of UK Innovation Connect and its focus to build long-term, mutually beneficial relationship between UK and Corporate Partners, build a pipeline of opportunities that enhance impact of UK intellectual property, make it easier to partner and work with UK Research Enterprise and leverage investments in new and enhanced facilities to bolster corporate-academic partnerships. The event concluded with a tour of the CoRE building.

E.D. Team Takes Tour of Blazer Parkway Technology Center

Our economic development team had an opportunity to tour the Blazer Parkway Technology Center to learn how the two separate buildings located on a 23-acre campus can provide up to 380,000 square feet, 2.1 megawatts of power supplied by two separate power stations and three backup generators to a high-end user. Additionally, an integrated ceiling grid system can accommodate installation of hundreds of moveable solid and glass wall panels for the relatively "instant" creation of "new" office space or changes to existing office space within hours or days instead of weeks or months. Did we mention that the buildings are connected by an underground tunnel? If you are interested in learning more about this space, visit our website at www.locateinlexington.com.

UK College of Engineering Tour

Our trusted friends and community partner at the University of Kentucky invited our economic development team to tour the College of Engineering to better understand available programs and resources for business. Learning about UK's state-of-the-art Testing and Analysis equipment, True Lean, NSF Regional Innovation Engine initiatives and more provides Commerce Lexington with additional knowledge and opportunities to better support the existing business community in central Kentucky. If you are interested in learning more about UK's College of Engineering capabilities, contact Cheryl Klever at cklever@commercelexington.com.

BY THE NUMBERS:

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

Existing Clients & Local Entrepreneurial Companies:

24 companies with potential expansions

Company announced expansions: 5

New Located Companies: 2

Existing Business: 42

Existing Business Attempts: 84

Total active projects: 37

STAT OF THE MONTH: Marketing the Region's Available Labor Force

According to Area Development Magazine's "36th Annual Corporate Survey and the 18th Annual Consultants Survey," approximately 95% of the respondents considered the availability of a skilled labor force as a top priority when deciding where to locate or expand their businesses. In the past, consultants at times have not put Central Kentucky on their short list because the population and size of the labor force within the Lexington-Fayette metropolitan statistical area (MSA) fall below the parameters set during the site selection process. To counter that narrative, Commerce Lexington markets and manages a nine-county economic development group known as the Bluegrass Alliance, which includes the six counties in our MSA (Bourbon, Clark, Fayette, Jessamine, Scott & Woodford) plus Franklin, Madison, and Montgomery counties. The population and labor force of the Bluegrass Alliance region is 30% larger than the MSA, at close to 700,000 and over 345,000, respectively. When a project locates in our region, there are positive indirect and induced economic impacts for all the surrounding counties, which shows the importance of collaborating with economic professionals in Central Kentucky and promoting the region collectively. These efforts enhance Lexington and the region's presence as an ideal location for companies looking to relocate or expand their businesses.

2021 Estimates of Population & Labor Force Central Kentucky			
	County	Population	Labor Force
LEXINGTON-FAYETTE MSA	Bourbon	20,188	9,603
	Clark	36,941	17,000
	Fayette	324,104	170,444
	Jessamine	53,291	24,751
	Scott	58,124	29,629
	Woodford	26,937	13,420
BLUEGRASS ALLIANCE REGION	Franklin	51,599	24,729
	Madison	93,428	43,689
	Montgomery	28,166	11,868
Totals	Bluegrass Alliance Region	692,778	345,133
	Lexington-Fayette MSA	519,585	264,847

Source: Applied Geographic Solutions and GIS Planning 2021



Carl Satterwhite is Featured Speaker at Opportunity Exchange on September 22

Commerce Lexington's Fall **Opportunity Exchange** event presented by **Equity Solutions Group** on **Thursday, September 22**, from 4:30 - 6:30 p.m. at The Campbell House, Curio Collection by Hilton (1375 S. Broadway) will feature great networking, exchange of ideas, and interaction for minority-owned and small businesses in the Lexington region. The event also connects minority business owners with procurement representatives from some of the largest companies in the region.

This Opportunity Exchange will feature **Carl Satterwhite**, who is the President/Owner of RCF Group. RCF Group focuses on providing tailored and comprehensive workplace solutions, gaining insight through listening sessions to understand your business culture, needs and challenges.

Commerce Lexington's Minority Business Development Program works to promote and sustain the economic growth, development, and self-sufficiency of ethnic minority business owners and entrepreneurs; recruits minority-owned businesses into the Lexington region and provides business referral services.



CARL
SATTERWHITE

ABOUT THE SPEAKER:

Carl Satterwhite is the President/Owner of RCF Group, a National Minority Supplier Development Council Corporate Plus Member, one of less than 100 minority businesses endorsed by the NMSDC as such. Carl is a member of the Board of Trustees for numerous professional organizations including: Fifth Third Bank Cincinnati Board of Advisors, Key Bank Great Lakes Board of Advisors, Ohio Minority Supplier Development Council, P&G Supplier Diversity Advisory Council, UC Lindner School of Business, UC Board of Executive Advisors in Real Estate, Munoz Foundation Board of Directors co-founder of the Black Leadership Forum and President of the African American CEO Roundtable. He earned a Stationary Engineering certification from the University of Cincinnati.

TO REGISTER:

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

PRESENTED BY



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Messer Construction Co.
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WesBanco Bank

OPPORTUNITY EXCHANGE:

WHEN: Thursday, Sept. 22

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

WHERE: The Campbell House (1375 S. Broadway)

REGISTER: Register on-line at commercelexington.com.

EVENT DETAILS: Enjoy networking and featured speaker Carl Satterwhite.



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EVENTS



Regional Leaders Advocate for Central KY During Annual D.C. Fly-In

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On July 13-14, Central Kentucky business, government and community leaders returned to Washington, D.C. for the first time since the pandemic began to advocate for the regional business community as part of Commerce Lexington's Washington, D.C. Fly-In presented by Columbia Gas of Kentucky.

During the trip, nearly 50 attendees met with members of Kentucky's Congressional Delegation, including U.S. Senate Republican Leader Mitch McConnell, U.S. Senator Rand Paul and U.S. Representative Andy Barr. The group also interacted with U.S. Representative Elise Stefanik (NY-21), who serves in House Republican Leadership, as well as EDA agency officials, Congressional staff, and legislative experts to learn more about priority federal issues, such as workforce challenges and economic concerns.

Attendees on the trip are diverse and represent various sectors of the local economy, including government, banking, healthcare, nonprofit, education, manufacturing, energy, and

professional services. Members of the delegation act as "policy ambassadors" for Central Kentucky. They share the issue concerns of the business community with members of Congress, and advocate for policies or projects aimed at making the region a better place to live and work. This year, some of the key regional priorities included federal policy changes that address high inflation, supply chain issues, energy costs and workforce challenges.

The Bluegrass Region D.C. Fly-In is organized by Commerce Lexington and the Central Kentucky Public Policy Group. Members of the Central Kentucky Policy Group are responsible for crafting the federal policy agenda each year. The group meets monthly to discuss issues important to the region, and membership includes 45 business, community and government leaders within the nine-county economic development region of Bourbon, Clark, Fayette, Franklin, Jessamine, Madison, Montgomery, Scott, and Woodford counties.



Congressman James Comer



Congressman Andy Barr



U.S. Senator Mitch McConnell



Congressman Hal Rogers



Congressman Brett Guthrie



U.S. Senator Rand Paul



**Kimra Cole,
Columbia Gas
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SALUTE TO SMALL BUSINESS

Week-long Celebration of Small Businesses Coming August 22-26

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Commerce Lexington 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 more important than ever before. Since the pandemic began, small businesses have had to be nimble and adapt to a constantly changing economy.

Commerce Lexington's annual **Salute to Small Business presented by Forcht Bank** recognizes the area's best small businesses and one exceptional nonprofit organization. The week-long celebration (August 22-26) will include plenty of opportunities to get to know the 2022 Category Award winners, culminating with the **Salute to Small Business Awards Luncheon on Friday, August 26**, at The Campbell House Lexington (1375 S. Broadway) from noon to 1:30 p.m. where we'll announce a new Small Business of the Year.

SILVER SPONSORS: Bankers Title of Central Kentucky | Churchill McGee | Energy Insurance Agency, Inc. | MCM CPAs & Advisors | WUKY 91.3FM

SMALL BUSINESS SPONSOR: BACK Construction **VIDEO PRODUCTION BY:** Studio46 Media

INVITATION & PROGRAM PRINT SPONSOR: Lynn Imaging/MONSTER Color

INVITATION & PROGRAM DESIGN SPONSOR: Stablemate Creative

Salute to Small Business Awards Luncheon 2022

WHEN: Friday, August 26 | Noon - 1:30 p.m.

WHERE: The Campbell House (1375 S. Broadway)

COST: The cost to attend is \$59 for Commerce Lexington members, \$69 for potential members.

REGISTER: Register at commercelexington.com

REGISTER ON-LINE:

You'll want to come early and network, as the award winners in each category will be on hand to show off their products and services. The cost to attend is \$59 for Commerce Lexington members, \$69 for potential members. Register on-line at commercelexington.com.

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2022 Salute to Small Business Category Award Winners Announced

MINORITY BUSINESS AWARD

VOLO Careers International
710 East Main Street
Lexington, KY 40502
859-523-3071
www.volocareers.com



Established in 1997, VOLO Careers International specializes in senior-level women recruitment (and high-potential men too) - Board, CEO, and C-Suite - across thirty industries, including aerospace and defense, higher education, and medical devices within sixty-two countries worldwide. Its proprietary database allows VOLO's executive search consultants to identify a strong slate of diverse talent that's off-the-market and off-the-grid. VOLO is trusted by organizations to effectively increase the number of women in all races, cultures, and backgrounds in leadership positions. Led by CEO Everett Bracken, VOLO has been helping its clients close the gender gap by identifying a large pool of extraordinary women and historically underrepresented groups for every senior-level search. While many happy and engaged employees do not use on-line career options, VOLO's innovative database of 40 million-plus people includes extraordinary, diverse people not on social media and not reachable through traditional talent acquisition methods. As a certified Service-Disabled Veteran-Owned and Minority-Owned Business, VOLO has completed projects around the world all while being based in Lexington, Kentucky.

BUSINESS SUCCESS AWARD

Highbridge Springs Water
P.O. Box 100, Wilmore, KY 40390
859-858-4407
www.highbridgesprings.com



Celebrating its 40th year in 2022, Highbridge Springs Water Company bottles and delivers pure, limestone-filtered drinking water from a natural spring fed by an underground aquifer above the Kentucky River palisades next to High Bridge in Jessamine County. This special product is delivered to thousands of customers in Central and Southeastern Kentucky directly from its own fleet of trucks. Through wholesale grocery companies, Highbridge Springs Water is shipped into approximately eight neighboring states. Linda Griffin currently serves as president of the company, but it was her father, Bill, who purchased an inactive quarry in the mid-1970's to possibly use in a warehousing capacity. He later realized that in order to use the space in that way, he had to figure out how to address moisture issues caused by water gushing from the ceiling. Thus, Highbridge Springs began as a solution to a problem. In the early days, Bill and his daughters filled gallon bottles, load up the pickup truck, and daughters Mary and Linda would approach local stores to buy the bottled water - a product that was unknown in this market at the time. Today, Highbridge Springs is one of the oldest women-owned companies in Kentucky, has 35 employees, and bottles over 20,000 gallons of water per day.

ENTREPRENEUR AWARD

Astral
333 E. Short St., Suite 210
Lexington, KY 40507
859-940-5016
www.astral.services



Astral was founded in 2015 when Megan Brooks saw a problem at one fitness studio and sought to find out how broad it was. Seven years and over 1,000 customers later, Astral exists to allow studio owners (individual and corporate) to focus their passion and expertise on fitness and run a successful retail component of their business. Astral is the leading destination for wholesale apparel distribution, retail consultation, and premium 3PL services, for the U.S. boutique fitness studio market. Megan and her team help clients increase retail revenue and margin, diminish purchasing risk, reduce time spent on retail, and elevate the studio experience for their customers. Since its inception, Astral has grown from one part time employee to 25 full-time employees and in 2021, the business purchased a 19,000-square foot facility to provide the physical space required for the company's rapid growth. Its customers include everything from individual studio owners to the largest boutique fitness company in the world, while its partners span individual apparel designers, nationally-recognized brands, and overseas raw materials suppliers. The success and growth of Astral is an example of one entrepreneur having a passion for helping other entrepreneurs and small business owners find success.

NONPROFIT COMMUNITY IMPACT AWARD

GreenHouse17
4400 Briar Hill Road
Lexington, KY 40555-5190
800-544-2022
www.GreenHouse17.org



GreenHouse17 is the state-designated provider of domestic violence services in the 17-county central Kentucky region. Formerly known as Bluegrass Domestic Violence Program, the organization was established in 2004 with support from the Kentucky Coalition Against Domestic Violence (KCADV) and United Way of the Bluegrass. The organization operates a 42-bed emergency shelter on a beautiful 40-acre property in rural Fayette County. From this location and two additional offices near downtown Lexington, specially trained advocates provide more than 50,000 supportive services each year for survivors of intimate partner abuse and their children in Fayette County. Despite initial concerns about effectively serving the region from a rural location, the organization decided to make the land part of its mission by growing vegetables and herbs for the preparation of healthy field-to-table meals in the shelter facility. Survivor interest soon inspired the organization to expand farm operations to grow beautiful flowers in the spring and summer seasons. In 2013, the organization took on its current name of GreenHouse17 to reflect its integration of nature-based healing with traditional services for survivors of intimate partner abuse.



EVENTS

Policy Luncheon Features Congressman Andy Barr on August 30

PRESENTED BY



The next Commerce Lexington **Public Policy Luncheon presented by Kentucky American Water** on **Tuesday, August 30**, from noon to 1:30 p.m. at the Hyatt Regency Lexington (401 W. High Street) will feature Sixth District Congressman Andy Barr. He will give an update on activities in Washington and key issues impacting Central

Kentuckians.

Andy Barr has served as Congressman for Kentucky's Sixth Congressional District since January 2013. Congressman Barr is a senior Member of the House Financial Services Committee and is Ranking Member of the Financial Services Subcommittee on National Security, International Development and Monetary Policy. In the 117th Congress, Congressman Barr also began serving on the House Foreign Affairs Committee, and serves on the Foreign Affairs Subcommittee on Asia, the Pacific, Central Asia and Nonproliferation.



CONGRESSMAN
ANDY BARR

TO REGISTER:

The cost to attend this in-person event is \$49 per person for Commerce Lexington members, \$59 for non-members, and will include lunch and networking. Register on-line today at commercelexington.com.

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As a business professional or business owner, you often have limited time available for networking and generating leads, being pulled in many directions on any given day. You know that when you attend events – whether on-line or in person, you must maximize your networking time to get the biggest return on your time investment.

To help with your networking, Commerce Lexington's premier networking event called Net90 will give members the opportunity to meet and interact with prime business contacts in a fun environment. Net90's fast-paced, intensive format will allow participants to give a 90-second pitch about their company to others and make valuable connections.

Join us on **Wednesday, September 28**, from 4:00 – 6:00 p.m. for this MEMBERS' ONLY event in Commerce Lexington's first floor conference room (330 E. Main Street, Lexington).



Net90
September 28
4:00 – 6:00 p.m.

BECOME A TABLE SPONSOR:

Becoming a Table Sponsor provides a company representative the exclusive opportunity to moderate one of the tables during the Net90 event, as well as additional promotion in the marketing of the event. This opportunity is limited to just seven table sponsors and the cost of the sponsorship is \$300.

TO REGISTER:

The cost to participate in this exclusive Commerce Lexington Inc. MEMBERS' ONLY Net90 networking event is \$25 per person. Reserve your spot at commercelexington.com. Registrations are limited to one attendee per company.

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EVENTS

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According to data from the U.S. Bureau of Labor Statistics (BLS), about 20-percent of businesses fail within their first year of operation and 45-percent within five years. Only about a quarter (or 25%) of businesses last more than 15 years. So, how do a handful of businesses stay in business for more than 100 years?

During the next Commerce Lexington **SPOTLIGHT Series event presented by WealthSouth on Wednesday, August 24**, from 8:30 - 9:30 a.m. at The Kentucky Theatre (214 E. Main Street), attendees will hear from an experienced panel of local business owners talk about how their businesses have stayed relevant for 100-plus years through the ups and downs of the economy, shifts in the market and consumer demand, and financial strains that often come with owning and operating a small business.

The panel will include **Hayward Wilkerson**, Director of The Kentucky Theatre, **Barney Miller**, President of Barney Miller's Inc., and **Stephen**

Hillenmeyer, President of Hillenmeyer - Weed Man - Mosquito Authority. Don't miss this opportunity to hear from several individuals who are leading businesses with a long history of success in Lexington.

TO REGISTER:

The cost to attend this SPOTLIGHT Series breakfast event is \$35 per person for Commerce Lexington members and \$45 per person for potential members. Register on-line at commercelexington.com.

SPOTLIGHT SERIES:

WHEN: Wednesday, August 24

TIME: 8:30 - 9:30 a.m.

WHERE: The Kentucky Theatre (214 E. Main Street)

REGISTER: Register on-line at commercelexington.com.



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Emerging Leaders of the BG Seeking Mentors

For Commerce Lexington's Emerging Leaders of the Bluegrass program, the month of August will be focused on mentoring with the next round of mentee/mentor pairs. During the **Mentoring Mingle on Tuesday, August 23**, at 4:00 p.m. at Big Ass Fans (2348 Innovation Drive), the program will open up with a brief, inspirational talk about the benefits of mentoring by Vitale Buford. Then, the event will transition into a 'speed dating' style of networking where potential mentees and mentors can connect.

Mentoring is important because of the knowledge and skills mentees can learn from mentors and because mentoring provides personal support to facilitate success in school and career. If you are interested in mentoring an Emerging Leader, please complete the mentor application on-line at <https://podio.com/web-forms/26448162/2002266>.

After completing an initial introductory survey to help us pair you with a mentee who shares your interests and industry, you'll meet with your mentee one time per month from September to March over coffee, lunch, happy hour, etc. We can provide topics to guide the conversation, or you can create your own discussion. If you have questions, contact Amy Stout at astout@commercelexington.com.



20th Edition of Winner's Circle Campaign Kicks Off in August

Commerce Lexington will be kicking off its annual Winner's Circle program this month, marketing the 20th year for the fundraising campaign. 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.

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.

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.

If you'd like to get more involved and engaged in Commerce Lexington, we'd love to have you as part of the Winner's Circle program. Volunteering is a great way for you to meet community and business leaders, while helping Commerce Lexington become even stronger and more vital for business in the future.

For more information about the Winner's Circle, contact Lynda Be-browsky at lbebrowsky@CommerceLexington.com or visit www.CLXWinnersCircle.com.

Nominations for 2023 Commerce Lexington Board Due By Sept. 6th

Do you want to have some input on the key issues that affect local business, our community, and our future? Have you thought about becoming a board member for one of the most effective business organizations in Kentucky?

Commerce Lexington, with over 5,000 business professionals representing 1,900 member businesses, will be accepting nominations from the membership for its 2023 Board of Directors until 5 p.m. on Tuesday, September 6, 2022. By becoming a board member, you'll be able to weigh in on the issues that affect the Bluegrass Region.

An on-line nomination form is available at www.commercelexington.com/board-of-directors1.html.

A nominating committee will review the names submitted. Once the board slate is approved by the Commerce Lexington Executive Board, the names will be distributed to the membership. For questions about the nomination process or the nomination form, contact Emily Fox at efox@commercelexington.com.

Scan QR Code to Access Form



AMBASSADOR SPOTLIGHT: David Snyder, Cumberland Valley National Bank

Cumberland Valley National Bank & Trust Co. (CVNB) is a Kentucky-owned and operated bank since 1903 with 15 branches across the state, including two branches in Lexington. It is a community bank focused on providing a high-quality customer experience and meeting the needs of our clients.

A native of Somerset, David Snyder attended the University of Kentucky and started at the bank in Lexington after graduation. He said, "Lexington is a very sticky town, and you come to love every part of it. I think Lexington is the heart of Kentucky due to its geographic location and ability to produce and sustain business and commerce."

As the assistant vice president

commercial lender, his role is to build relationships with current and potential clients, provide a simple yet excellent experience, and be accessible to them to meet their needs at all times.

He said, "Commerce Lexington is vital to the community's growth. Lexington is a 'big, small town,' and the organization is key to providing an arena where we can all come together and grow together."

David also serves on the Steering Committee for the Emerging Leaders of the Bluegrass program. He added, "If member businesses have millennials on staff who would love to get more involved and grow professionally, Emerging Leaders of the Bluegrass is a great network in which to get involved."



DAVID SNYDER

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



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Member Discount on Workers' Compensation Insurance Introduced

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

DISCOUNT QUALIFICATIONS:

- Must be a member in good standing within 30 days of the policy effective date.
- Minimum of 3 years in business, or management experience.
- Experience modification factor of 1.30 or

less.

- Cooperation with Loss Prevention services.
- All other existing Underwriting Guidelines prevail.

OTHER DETAILS:

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

CONTACT:

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



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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>.

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.

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.



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.

Humana



Emerging Leaders of the Bluegrass: Mentoring Mingle is August 23

PRESENTED BY



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 June, Emerging Leaders interacted with representatives from many Commerce Lexington member nonprofit organizations during a Networking with Our Nonprofits event. Participants heard from ten local non-profits with open positions on their board of directors or other open volunteer positions. Then in late July, a Strictly Social event was held at The Melodeon, enabling Emerging Leaders to get to know each other.

ELBG SEEKING MENTORS:

The month of August will be focused on mentoring with the next round of mentee/mentor pairs. During the **Mentoring Mingle** on **Tuesday, August 23**, at 4:00 p.m. at Big Ass Fans (2348 Innovation Drive), the program will open up with a brief, inspirational talk about the benefits of mentoring by Vitale Buford. Then, the event will transition into a 'speed dating' style of networking where potential mentees and mentors can connect.

WHY MENTOR?

Mentoring is important because of the knowledge and skills mentees can learn from mentors and because mentoring provides personal support to facilitate success in school and career. If you are interested in mentoring an Emerging Leader, please complete the mentor application on-line at <https://podio.com/webforms/26448162/2002266>.

JOIN EMERGING LEADERS:

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

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Overview of Leadership Lexington Projects from 2021-22 Program

The 2021-22 Leadership Lexington program concluded in June with a Reflection Day Session and graduation ceremony. As part of the program, class members participate in community projects where they practice and apply leadership skills in a group experience, work with community leaders, gain in-depth understanding of a community organization and/or community need and make a positive difference in the lives of others.

Over the years, graduates of the program have impacted our city in areas such as youth mentoring, public art, healthy living, downtown way-finding signage, hunger relief, community engagement, and more. Below is an overview of the two class projects in which participants of the 2021-22 program participated. Find out more about Leadership Lexington at www.leadershiplexington.com.

TAKE CARE KY:

Take Care KY is a resource to "Take Care" and promote holistic wellness, with a focus on mental health. **Take-CareKY.com** will provide on-demand, web-based resources for students, parents and teachers to support elementary school children's mental health. The website will categorize and provide easy access to age-appropriate resources across a variety of platforms.



LEXINGTON'S UNTOLD STORIES:

Lexington's Untold Stories has held a series of oral history collecting events and research spanning 8 months to gather lesser-known histories about and by underrepresented communities in Lexington to celebrate in our civic spaces.



The group contracted with local Historian Yvonne Giles to develop story leads and review information collected for accuracy.

A formal partnership was established with the Nunn Center for Oral History at University of Kentucky and guidance from Dr. Doug Boyd helped teammates understand oral history collecting techniques. The Nunn Center will also archive recordings from the project for future public access. Twelve stories that were collected and researched by the team were selected to comprise a portfolio of diverse histories to be considered for representation in our civic spaces.

A partnership between Town Branch Park and LexArts will see the project into the next phase, which will include continued story collecting and a request for proposals for artistic interpretation of the stories. Town Branch Park has expressed interest and commitment to having Lexington's Untold Stories as part of the park opening in 2024 or 2025.

Leadership Lex Alumni Association Hosts Celebration for Graduates

Born from a past Leadership Lexington class project, the Leadership Lexington Alumni Association's mission is to further the commitment to our local community shaped by Commerce Lexington's Leadership Lexington development program. It's membership is comprised of past Leadership Lexington class participants from the first class (1979-80) to present day.

Dues collected from Alumni Association members are used to fund association events and activities, as well as class projects, and to provide scholarships for incoming Leadership Lexington class members. In recent years, the organization has hosted a post-graduation celebration to not only recognize the newest program alumni, but to also introduce them to the activities of the association.

Following this year's final Leadership Lexington day session and graduation, the Alumni Association hosted its **Annual Celebration presented by Stewart Perry - State Farm Insurance** at The Cornerstone on the University of Kentucky campus.

Graduates and alumni gathered at the Corner Exchange patio to network and reminisce afterwards. During the celebration, Mark Mahan of Mahan Multimedia was presented with the Distinguished Alumni Award. Find out more about the Alumni Association on-line at <https://leadershiplexingtonalumni.com>.



Mark Mahan (Mahan Multimedia) was presented with the Distinguished Leadership Lexington Alumni Award during the Alumni Association's annual celebration at The Cornerstone on UK's campus.

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WELCOME NEW MEMBERS

New Commerce Lexington Inc. Members From June 14 through July 17, 2022

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1200 S. Broadway, Lexington, 40504
Phone: (417) 881-3500
www.eatandys.com

Ashley Lowe, Heart of Gold

Photography

Photographers

Main Contact: Ashley Lowe
3645 Windowpane Lane
Lexington, KY 40509
Phone: (859) 667-8104
www.hrtogoldphoto.com

Automatic Rain Irrigation, Inc

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Main Contact: Eric Thomas
501 Darby Creek, Suite 49A
Lexington, KY 40509
Phone: (859) 268-4214
www.automatic-rain.com

BiCoastal Real Estate Investments LLC

Real Estate Commercial

Main Contact: Jenny Gregory
302 Broadway St.
Nicholasville, KY 40356
Phone: (859) 559-3046
www.bicoastalinvestment.com

Bites of the Bluegrass

Food Products

Main Contact: Erin Goins
102 Kendall Lane, Nicholasville, 40588
Phone: (859) 420-9340
www.bitesofthebluegrass.com

Bluegrass Quality Meats

Wholesale - Meat & Meat Products

Main Contact: Dan Rice
2648 Crescent Springs Road
Crescent Springs, KY 41017
Phone: (859) 331-7100
www.bluegrassqualitymeats.com

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Addiction Recovery & Treatment

Main Contact: Samantha Adams
340 Legion Dr. #28, Lexington, 40504
Phone: (833) 510-4357
www.brightviewhealth.com

BT Web Group

Marketing Consultants/Services

Main Contact: Jessica Clark
168 E Reynolds Rd., Suite 260
Lexington, KY 40517
Phone: (859) 263-9045
www.btwebgroup.com

Center for Conflict Resolution and Leadership

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Main Contact: Elizabeth Link
2333 Alexandria Dr., Lexington, 40504
Phone: (859) 514-2000
www.CenterCRL.com

Christopher Michael Images

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Main Contact: Christopher Marshall
250 Walton Ave., Suite 160
Lexington, KY 40502
Phone: (859) 433-5729
www.christophermichaelimages.com

HEK Glass

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1050 Floyd Dr., Lexington, KY 40505
Phone: (859) 255-4838
www.hekglass.com

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Construction

Main Contact: Jim Tudor
2625 Regency Rd., Suite A
Lexington, KY 40503
Phone: (859) 277-2403
www.jarboeconstruction.com

Kentucky Taste Buds

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Main Contact: Leigh Jordan
313 Atwood Dr., Lexington, KY 40515
Phone: (859) 227-5999
www.kytastebuds.com

Labormax Staffing

Employment Services

Main Contact: Paige West
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Phone: (859) 414-0800
<https://labormaxstaffing.com>

Lexington Tattoo Removal

Medical Services

Main Contact: Sidney Combs
120 E. Reynolds Rd., Lexington, 40517
Phone: (859) 317-8666
www.Lexingtontattooremoval.com

Lexington's Real Estate Company - LRC

Real Estate

Main Contact: Phil Holoubek
333 W. Vine Street, Suite 300
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Phone: (859) 576-6706
www.LRCrealestate.com

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Main Contact: David Lafferty
355 S. Broadway, Suite 201
Lexington, KY 40508
Phone: (859) 576-2050
www.localmoguls.com

Master-Pieced Inc.

Non-Profit Organizations

Main Contact: Augustina Kufour
530 E High St., Lexington, KY 40502
Phone: (859) 740-2260
www.master-pieced.org

Minuteman Press

Printing Services

Main Contact: Lisa Thomas
820 Lane Allen Rd., Suite 115
Lexington, KY 40504
Phone: (859) 278-0951
www.minutemanpress.com

Mullis Inc.

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706 Westland Dr., Lexington, KY 40504
Phone: (859) 231-6222
www.mullisinc.com

National Charter Bus Lexington

Transportation Services

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Lexington, KY 40502
Phone: (844) 755-0510
www.nationalbuscharter.com/lexington-charter-bus

ResourceMFG

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1051 Newtown Pike, Suite 180
Lexington, KY 40511
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<http://resourcemfg.com>

Synergy Home, LLC

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Main Contact: Cindy Isaacs
801 Winchester Rd., Suite 200
Lexington, KY 40505
Phone: (859) 692-0553
www.mysynergyhome.com

NEW TOP INVESTOR

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Vision Engineering

Engineers - Civil

Main Contact: Jihad Hallany
128 E Reynolds Rd., Suite 150
Lexington, KY 40517
Phone: (859) 559-0516
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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 **Tuesday, August 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.

PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones



Arts Connect recently announced the recipients of its 2022 Lexington's Arts Awards, including **Arturo Alonzo Sandoval** (Arts Impact and Contribution Award - Visual Arts), **Mike Norris** (Arts Impact and Contribution Award - Literary Arts), **Joe Ferrell** (Arts Impact and Contribution Award - Performance Arts), **Neil Chethik** (Arts Impact and Contribution Award - Arts Educator), and **Jackie Hamilton** (Arts Impact and Contribution Award - Arts Benefactor).

Bank of the Bluegrass & Trust Co.: Alyssa Luckett has stepped into the role of assistant branch manager at the Southland location. The bank recently promoted **Nathan Hamblin** to credit analyst team lead and **Clay Branham** to credit analyst II. New additions to the bank included **Christopher Copeland** as chief compliance officer, **Jessica Davis** as director of marketing, **Beth Prewitt** as vice president and wealth management relationship manager, and **Sarah Price** as loan processor at the High Street location, while **Mac Hurt** transitioned to the role of credit analyst. Meanwhile, **Matt Stone**, CCIM, SIOR, MBA (SVN Stone Commercial Real Estate) was named to the bank's Advisory Board.

Besten & Dieruf, PLLC recently welcomed **Jon Tennent**, CPA, to the firm as its new tax manager.

CORNETT President **Christy Hiler** was recognized among *Adweek's 2022 Women Trailblazers*, celebrating women in media, tech and advertising who are taking equality to the next level by pulling up seats for women and other underrepresented communities. Hiler and Zambezi principal and CEO Jean Freeman co-founded Own It, which is designed to inspire, guide and act as a resource for women and nonbinary people who want to open their own ad agencies.

Dickinson Wright recently received eight practice rankings in this year's *The Legal 500 United States 2022*, which assesses the strengths of law firms in over 100 jurisdictions. *The Legal 500 United States 2022* also recognized Lexington attorney **David Owen** among its "Recommended Lawyers" in the area of Dispute Resolution - General Commercial Disputes. Meanwhile, the firm was listed as a "Firm to Watch" for Intellectual Property - Trademarks: Litigation.

The **Fayette Education Foundation** announced its board of directors and executive committee for the new fiscal year that began on July 1. The Executive Committee includes:

Chair - **Dr. Rodney Jackson** (Pediatric Dentistry of Hamburg); Vice Chair/Chair Elect - **Latarika Young** (Lexmark); Past Chair - **Alan Stein** (LM Communications, retired); Treasurer - **Lauren Lovely** (Central Bank & Trust Co.); At Large - **Daryl Love** (Ed Brown Society); and At Large - **Ray Daniels** (Equity Solutions Group). New board members for this year include **Janet Luo** (CNA Insurance), **Abdul Muhammad** (WesBanco), **Michele Sparks** (Valvoline), and **Kaelyn Query** (Lexington Event Company).

The 2022 *Best Places to Work in Kentucky* were announced in June by the **Kentucky Chamber of Commerce** and the Kentucky Society for Human Resource Management. Several Commerce Lexington members made the list of top rankings. Included in the Small Companies rankings were: 6. CHI Saint Joseph Health Partners; 13. MCF Advisors; 14. Ward, Hocker & Thornton, PLLC; 18. People Plus; 21. CORNETT; 30. United States Hunter Jumper Association; 32. All Star Purchasing; and 36. V-Soft Consulting. Commerce Lexington members making the Medium Companies rankings included: 4. Independence Bank; 6. Stites & Harbison, PLLC; 8. MCM CPAs & Advisors LLP; 9. Dean Dorton; 10. Park Community Credit Union; 12. Blue & Co., LLC; 14. Limestone Bank; 16. Commonwealth Credit Union; 24. AssuredPartners; 25. Forcht Bank; 26. Associations International; 28. Louisville Tile Distributors; 30. CLARK Material Handling Company; and 31. University of Kentucky Federal Credit Union. Finally, members who made the Large Companies rankings were: 1. Envoy Mortgage; 4. Central Bank & Trust Co.; 6. Bluegrass Care Navigators; 7. Columbia Gas of Kentucky; 8. Republic Bank; 10. Steptoe and Johnson PLLC; and 20. New Vista. Congratulations to all of these companies for creating exceptional workplaces.

Kentucky Community and Technical College System named **Lin Hillis**, SPHR, named as vice president of talent, inclusion and workforce culture.

The **Kentucky Distillers' Association** announced several staff changes, including the naming of **Adam Johnson** as vice president of state relations, **Colleen Thomas** as vice president of operations, **Mandy Ryan** as director of the Kentucky Bourbon Trail® experiences, and **Marielle McElmurray** as operations manager and executive assistant.

The **Lexington Forum** recently elected Stites & Harbison, PLLC attorney **Robin McGuffin** to its board of directors.

The **Lexington Philharmonic** announced the appointment of **Mélisse Brunet** as its next music director, following a national search. She will officially assume this role during the upcoming 2022-23 season, with an initial term of five years. Since its founding in 1961, Brunet is the orchestra's fifth music director and the first woman to hold the position.

Longship is celebrating its 10-year anniversary in August. The company started with seven employees in a double-wide trailer in Lexington, and 10 years later it has more than 100 employees located in Lexington, Nashville, and soon-to-be Tampa. In recognition of its anniversary, Longship made a return to its roots, launching its new mission, vision, and values.

Peoples Exchange Bank recently announced the promotion of **Lawren Portwood** to vice president of compliance. In addition, the bank named **Casey Hardin** as vice president of customer experience, **Billie Barnett** as vice president of human resources, and **Robert W. Minichan** as chief credit officer.

Stites & Harbison, PLLC welcomed attorney **Gentry C. Collins** to the firm's Lexington office in the Trusts & Estates Service Group. In addition, Lexington attorney **Chrisandrea Turner** was named Chair-Elect of the Kentucky Bar Association's Bankruptcy Law Section.

The **University of Kentucky's** Supplier Diversity Manager **Marilyn Clark** was awarded the Impact of the Year Award by the TriState Minority Supplier Development Council.

Wells & Wells Construction Co. announced that **Brett Pierce**, vice president of field operations, was recently interviewed by Scott Arias on the topic of leadership for the latest episode of the Conexec podcast, a conversation for current and aspiring executives in the construction industry on hot topics, overcoming adversity, challenges, and successes.

WTVQ ABC 36 recently named longtime sports casting icon **Jeff Piccoro** as its new sports director.

SUBMIT PERSONNEL NEWS:

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



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COMMERCE LEXINGTON CALENDAR OF EVENTS

AUGUST 2022:

2 SPOTLIGHT Series presented by WealthSouth featuring UK Athletics Director Mitch Barnhart, 8:30 - 9:30 a.m., at Kentucky Proud Park (510 Wildcat Court)

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

11-12 Leadership Lexington kicks off 2022-23 program with Orientation Retreat at historic Boone Tavern.

24 SPOTLIGHT Series presented by WealthSouth, 8:30 - 9:30 a.m., at The Kentucky Theatre. **- SEE PAGE 12**

26 Salute to Small Business Awards Luncheon presented by Forcht Bank, Noon - 1:30 p.m., at The Campbell House Lexington (1375 S. Broadway). **- SEE PAGES 8-9**

30 Public Policy Luncheon presented by Kentucky American Water featuring Congressman Andy Barr, 12 - 1:30 p.m., at the Hyatt Regency Lexington. **- SEE PAGE 10**

SEPTEMBER 2022:

5 Commerce Lexington offices closed for Labor Day.

6 Deadline to submit nominations for 2023 Commerce Lexington Board of Directors. **- SEE PAGE 13**

10-20 International trip features Greece Island Hopper Adventure.

22 Fall Opportunity Exchange presented by Equity Solutions Group, 4:30 - 6:30 p.m., at The Campbell House (1375 S. Broadway). **- SEE PAGE 5**

28 Net90, 4:00 - 6:00 p.m., at Commerce Lexington's first floor conference room. **- SEE PAGE 11**

OCTOBER 2022:

12 Member Mixer presented by MELIA Realty Group, 10:00 - 11:15 a.m., via Zoom.

13 Business Link hosted by Office Resources, Inc. (2472 Fortune Drive, Suite 125), 4:00 - 6:00 p.m.