

# Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | JULY 2022 | VOLUME XXX, ISSUE VII

## Delegation Heads to Capitol Hill to Advocate for Central Kentucky

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# BUSINESS FOCUS

July 2022: Volume XXX, Issue VII

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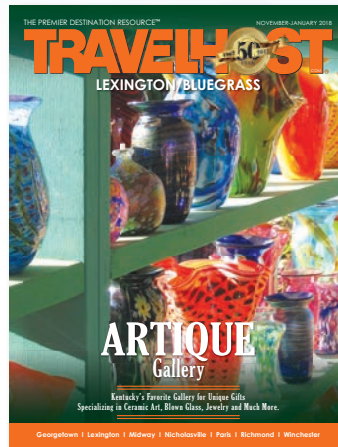
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Submit your company's awards and milestones or personnel changes and additions to mturner@commercelexington.com. Personnel news might include promotions, additions, awards and milestones, recognitions and certifications and/or appointments. Information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



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# ECONOMIC DEVELOPMENT

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



Pictured from left to right: Ashli Watts (Kentucky Chamber), Kentucky Senate Majority Leader Damon Thayer, Tony Thomas (Windstream), Barry Bishop (Windstream), Congressman Andy Barr, Kevin Atkins (City of Lexington), Bob Quick (Commerce Lexington), Dr. Eli Capilouto (University of KY), and Lance Womack (Windstream).

## Kinetic By Windstream Breaks Ground on Regional HQ Building

Kinetic by Windstream broke ground on its new regional headquarters location at the University of Kentucky's Coldstream Research Park in Lexington, Kentucky. When complete, the \$7.5 million dollar investment will showcase a 30,000 square foot energy efficient building that will support operations across the company's 18-state footprint. At the event, Kinetic executives joined local dignitaries, including Congressman Andy Barr; Ashli Watts, President, and CEO of the Kentucky Chamber; Bob Quick, President and CEO of Commerce Lexington; and Dr. Eli Capilouto, President of the University of Kentucky.

Commerce Lexington's President and CEO, Bob Quick said, "In business, it is all about building connections, and the folks at Kinetic by Windstream have been connecting communities across Kentucky for quite some time. Our key regional headquartered companies are the cornerstone for thriving communities and economic development initiatives. On behalf of Commerce Lexington, the city of Lexington, and Bluegrass region, we welcome Kinetic to one of the Fayette County's newest emerging land development projects."



Valvoline ribbon cutting - pictured from left to right: Kevin Atkins (City of Lexington), Bob Quick (Commerce Lexington), Lori Flees (Valvoline), Sam Mitchell (Valvoline), Heidi Matheys (Valvoline), Matt Furcolo (Valvoline), and LFUCG Councilmembers Jennifer Reynolds, Richard Moloney & Chuck Ellinger.

## Valvoline Expands by Opening Heavy-Duty Fleet Service Center

Valvoline recently opened its first heavy-duty fleet service center at 990 Enterprise Drive in Lexington. Valvoline has taken the same trusted service model used for light-duty passenger vehicle customers at its Valvoline Instant Oil Change<sup>SM</sup> service centers and adapted those proprietary processes specifically for Class 5-8 vehicles that can weigh more than 30,000 pounds. This marks another major step in Valvoline's overall service expansion strategy to provide quick and trusted preventive maintenance for all vehicles types.

The Valvoline Heavy-Duty Fleet Services center's highly trained technicians perform preventive maintenance services, including oil and filter changes; critical component checks including battery replacement, transmission and differential service; and Department of Transportation (DOT) inspections. Services are completed in 75 minutes or less. The service center also offers the convenience of pre-scheduled drop-off or while-you-wait appointments and maintains continuous end-to-end communication with fleet managers.

## BY THE NUMBERS:

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

**NEW BUSINESS:** 31 new prospects interested in finding a new location or expanding in the Lexington area.

**CLIENT VISITS TO LEXINGTON AREA:** 6

**EXISTING BUSINESS VISITS:** 40

**EXISTING BUSINESS ATTEMPTS:** 56

**ACTIVE PROJECTS:** 42

## Tech'vrything Lex: Geeks Night Out

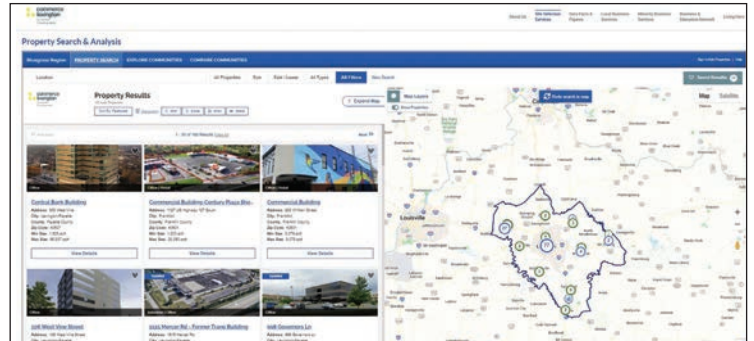
On June 1, our economic development team partnered with Base249 to host an official Geeks Night Out reLAUNCH. Over 30 guests attended this casual networking event to meet n' greet and reunite with long time affiliates seeking opportunities for collaboration within the tech sector. Our community partner and friends at Awesome Inc. created a survey. Guests were invited to complete the survey to share current and future initiatives, recognized best practices, thoughts and ideas related to economic development challenges and opportunities in Central Kentucky and the Bluegrass Region. To continue the momentum and engage awareness, Commerce Lexington is excited to support UndrCvr, an event designed to promote and create opportunities throughout the tech industry.





## STAT: Commerce Lex. Maintains Regional Location Analysis Data Tool

Commerce Lexington's economic development division maintains an online database of available land and buildings for the nine-county Bluegrass Alliance Region and recently launched a new site selection tool, ZoomProspector. This interactive data tool is used for new prospect activity and to support our existing business expansion projects. Users can generate detailed reports on properties, industry clusters, labor force and demographic statistics, as well as explore communities in the region by utilizing an enhanced mapping tool. These data tools are available to the public and can be accessed at [locateinlexington.com](http://locateinlexington.com). Follow the Locate in Lexington Facebook, Twitter, and LinkedIn pages for posts featuring the variety of information the tool can provide.



## NHC and LEP luncheon at KY Horse Park

Our division partnered with the National Horse Center to host a collaborative luncheon between the organizations located at the Kentucky Horse Park and the Lexington Economic Partnership team. Each attendee had an opportunity to introduce their company, and role within the organization. The conversations evolved around Connectivity – to better understand available resources and provide community awareness of their impact, Workforce – to help define recruiting, retention, and diversity needs in the equine industry, and Educational Accessibility – to connect higher education with available internships, programs, and opportunities within the equine industry. Our team is in process of creating a collaborative document that provides contact information, key takeaways, contributions and needs to continue encouraging the Kentucky Horse Parks dynamic contributions to Central Kentucky and region.

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## EVENTS

### Delegation Heads to Capitol Hill to Advocate for Central Kentucky

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Central Kentucky business, government and community leaders are gearing up for the Bluegrass Region's annual **Washington, D.C. Fly-In presented by Columbia Gas of Kentucky** on July 13-14, 2022. The two-day trip offers attendees the opportunity to meet with members of Kentucky's Congressional Delegation, agency officials, Congressional staff, and legislative experts to discuss important federal policy issues impacting the region, state and nation.

Attendees on the trip are diverse and represent various sectors of the local economy such as government, banking, health care, non-profit, 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 Bluegrass Region's federal legislative priorities include advocacy for key issues for the business community including 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 Inc. 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 eight-county region of Bourbon, Clark, Fayette, Franklin, Jessamine, Madison, Montgomery, Scott, and Woodford counties.

#### FOR MORE INFORMATION:

For more information about the Bluegrass Region's D.C. Fly-In trip, contact Commerce Lexington's Chief Policy Officer, Andi Johnson, at (859) 226-1614 or [ajohnson@commercelexington.com](mailto:ajohnson@commercelexington.com). Follow the delegation's visit in real-time on Commerce Lexington's social media accounts using the hashtag #DCFlyin on Twitter, Facebook, and Instagram.



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## EVENTS

TUESDAY, AUGUST 2

### SPOTLIGHT Series Features UK Athletics Director Mitch Barnhart

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In the Commonwealth, the University of Kentucky's athletic programs not only mean a lot to a loyal and rabid fan base, but also impact the economy as a whole. Kentucky football and basketball garner much of the attention, but UK Athletics Director and his team have built strong programs across multiple sports for both young men and women.

During the next Commerce Lexington **SPOTLIGHT Series event presented by WealthSouth on Tuesday, August 2**, from 8:30 - 9:30 a.m. at Kentucky Proud Park on the University of Kentucky's campus (510 Wildcat Court, Lexington). Mr. Barnhart will discuss the impact and progress being made with University of Kentucky sports and the changing landscape of college athletics as a whole.



MITCH  
BARNHART  
UK ATHLETICS  
DIRECTOR

successful. He was named the 2019 AD of the Year by the *SportsBusiness Journal*. At the end of the 2021 seasons, UK finished 12th among 358 Division I teams in the 2021 NACDA Directors' Cup all-sports standings, the third-best finish in school history, the fourth year in a row in the top 20, and ninth in a row in the top 30. Matching resources to expectations has been a hallmark of his tenure, and at the heart of everything are the core values Barnhart has instilled in the department, including character, integrity, knowledge,

stewardship and competitiveness. He is the longest-tenured athletics director in the Southeastern Conference and second-longest among ADs in the Power 5 conferences.

#### SPOTLIGHT:

**WHEN:** Tuesday, August 2

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

**WHERE:** Kentucky Proud Park on UK's campus (510 Wildcat Court, Lexington)

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

#### ABOUT THE SPEAKER:

Hired as the University of Kentucky's athletics director in 2022, Mitch Barnhart has guided the department through challenging times to create an environment where all sports can be

#### 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 [www.commercelexington.com](http://www.commercelexington.com).



#### THE ENTERTAINING EXPERTS

In 2022, events will start to look more like the "normal" we once knew. Guests are eager to get back to in-person gatherings, but are still cognizant of safety protocols and a safe and clean environment. No longer can events use the pandemic as an excuse, and event goers are more aware than ever before about activation, execution, and the overall experience. Especially for those reintroducing events after a year or two off - it's more important than ever to ensure every detail is considered. Give us a call, and we can help with it all - from venue selection to logistics, registration and ticketing to menu creation, on-site branding and activation, and more. Our team of experts can help with the littlest of details, or the biggest of challenges, no matter the size of your event.



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Photo courtesy of Collette.

### 2022 International Trip Features Greece This September

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

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



## EVENTS



### 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**.

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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](http://commercelexington.com).

**EVENT DETAILS:** Enjoy networking and featured speaker Carl Satterwhite.

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## EVENTS

### Policy Luncheon Features Congressman Andy Barr on August 30

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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



TOPS is profiling local presidents, CEOs, directors, chairpersons and business owners in the September issue. This special advertorial feature gives you the chance to introduce TOPS readers to the people at the helm of your operation. Don't miss out!

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August 15<sup>th</sup>

#### 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](http://commercelexington.com).

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## 20th Edition of The Winner's Circle Kicks Off in August; Volunteer Teams Forming

For the 20th consecutive year, Commerce Lexington is preparing for its annual Winner's Circle total resource development program. This initiative enlists the help of volunteers from throughout the community, who seek to bring in new members, renewals and membership upgrades, while informing existing members of services and marketing opportunities available through Commerce Lexington.

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

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

## 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](http://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](mailto:efox@commercelexington.com).

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# SALUTE TO SMALL BUSINESS

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

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Commerce Lexington Inc. began honoring the contributions that small businesses have on our economy in 1986, and since that very first Salute to Small Business event, the impact of small businesses on the global economy has become greater than ever before. The **2022 Salute to Small Business Awards presented by Forcht Bank** kicked off with the release of this year's awards application in mid-May and will culminate with an awards luncheon on Friday, August 26 (see details next page), during which we'll name a new Small Business of the Year.

### AWARD CATEGORIES:

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

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

### ELIGIBILITY FOR AWARDS:

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

### APPLY BY JULY 11, 2022:

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

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**2022 Salute to Small Business Awards**  
**Presented by Forcht Bank**  
**Deadline: July 11, 2022**  
**Application Available at:**  
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2021 Salute to Small Business photo by Shelly Petty, Mahan Multimedia.

## 2022 Salute to Small Business Awards Luncheon is August 26th

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 (1375 S. Broadway) from 11:30 a.m. to 1:30 p.m. where we'll announce a new Small Business of the Year.

### REGISTER ON-LINE:

The cost to attend is \$59 for Commerce Lexington members, \$69 for potential members. Register on-line at [www.commercelexington.com](http://www.commercelexington.com).

### Salute to Small Business Awards Luncheon 2022

**WHEN:** Friday, August 26 | 11:30 a.m. - 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](http://commercelexington.com)

## Past Salute to Small Business Award Winners

### SMALL BUSINESS OF THE YEAR:

2021 - Crank & Boom Craft Ice Cream  
2020 - Churchill McGee  
2019 - Hallway Feeds  
2018 - BACK Construction  
2017 - Omni Architects  
2016 - A Cup of Common Wealth  
2015 - Integrated Engineering, PLLC  
2014 - LM Communications  
2013 - Bates Security, LLC  
2012 - Lynn Imaging  
2011 - Creative Lodging Solutions  
2010 - DMD Data Systems

2015 - Holiday Inn Express Hotel & Suites  
2014 - LM Communications  
2013 - Bates Security, LLC  
2012 - Holifield Photography  
2011 - Creative Lodging Solutions  
2010 - DMD Data Systems

### ENTREPRENEUR AWARD:

2021 - Peer House, LLC  
2020 - AU Associates, Inc.  
2017 - Impressions Marketing & Events  
2016 - LexEffect Events + Management  
2015 - Crank & Boom Ice Cream Lounge  
2012 - J&H Lanmark - The Outdoors Store  
2011 - Benezet and Associates  
2010 - APAX Software

### MINORITY BUSINESS AWARD:

2021 - Guide Realty  
2020 - Elaine Allen, LLC  
2019 - Synergy Coach  
2018 - Posh Salon & Spa  
2017 - Synergy Coach  
2016 - A Cup of Common Wealth  
2015 - Integrated Engineering, PLLC  
2014 - TravelHost of the Bluegrass  
2013 - Comfort Keepers  
2012 - Holiday Inn Express Hotel & Suites, N.E.  
2011 - Bluegrass Veterinary Specialists  
2010 - TKT & Associates, Inc.

### NONPROFIT AWARD:

2020 - CASA of Lexington  
2019 - Chrysalis House, Inc.  
2018 - Kentucky Refugee Ministries - Lexington  
2017 - Children's Advocacy Center of the Bluegrass  
2016 - Living Arts & Science Center  
2015 - Downtown Lexington Corporation  
2014 - Radio Eye, Inc.  
2013 - Central Kentucky Riding for Hope  
2012 - OWL, Inc.  
2011 - Blue Grass Community Foundation  
2010 - Lexington-Fayette Urban Co. Housing Authority

### BUSINESS SUCCESS AWARD:

2021 - Crank & Boom Craft Ice Cream  
2020 - Churchill McGee  
2019 - Hallway Feeds  
2018 - BACK Construction  
2017 - GreenBox  
2016 - MCF Advisors, LLC

**NOTE:** Past award winners listed on this page include those from current award categories since 2010. For small business award winners dating back to 1986, visit [www.commercelexington.com/past-award-winners.html](http://www.commercelexington.com/past-award-winners.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](mailto:dflickinger@commercelexington.com).



We're here, when it matters most.

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



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## Partnership Helps Small Businesses Reduce Health Insurance Costs

One of the key benefits of Commerce Lexington Inc. membership gives you access to cost-saving discounts, including the opportunity for substantial savings on health insurance. Through our partnership with Humana HealthSolutions and our association health insurance plan, member companies with 2+ employees within eligible SIC Codes can realize significant savings on health insurance premiums.

You'll want to check with your insurance broker to see if your company's SIC code is eligible. You can find Commerce Lexington Humana agents listed at <https://web.commercelexington.com/Insurance-Humana-AgenciesAgents>.

### Examples of Eligible Businesses Include:

- Mining, Construction, Manufacturing: Metal & Coal Mining, Building Construction, Food and Kindred Products, Textile Mill Products, Furniture and Fixture, Manufacturing Industries.
- Wholesale & Retail Trade: Wholesale Trade Goods, Building Materials, Hardware, Garden Supply, General Merchandise Stores, Food Stores, Apparel and Accessory Stores, Eating and Drinking Places.
- Services: Hotels, Campus and Other Lodging, Personal & Business Services, Automotive Repair, Motion Pictures, Health, Legal, Educational & Social Services, Membership Organizations, Engineering Account and related services.
- Finance Insurance & Real Estate: Insurance Carriers, Insurance Agents, Brokers and Service, Real Estate, Security and Commodity Brokers, Dealers, Exchanges, Depository Institutions.

# Health Solutions

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

### CONTACT:

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

### WHAT THEY'RE SAYING:

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

- David Shaw  
InsuranceWorks, Inc.



## Health Solutions

### Chamber Members Save BIG

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

**Humana**



## CONNECT



2021-22 Leadership Central Kentucky class during Reflection and Graduation Day on May 18th at Equus Run Vineyards.

## Leadership Central Kentucky Class Concludes 2021-22 Program

### PRESENTED BY



### PLATINUM SPONSORS



The Leadership Central Kentucky (LCK) class held its Reflection & Graduation Day on May 18th at Equus Run Vineyards. Amy Stout led the class through a review of their LCK experience using the Four Helpful Lists exercise. Class members were encouraged to provide feedback on what program leadership did well, what could be improved upon, and what should be clarified, discontinued, or added to future programs.

After the review, they went through an activity that forced class members to think about how they refill their bucket so they don't get burnt out in their leadership journey. The Replenishment Cycle challenged class members to identify four things they can do on a weekly basis to re-energize themselves. They were asked to pick something for physical, emotional, intellectual and spiritual fulfillment then assign a certain number of days and time allotted for each activity. A group discussion with individuals sharing their ideas took place afterwards. Grace Gorrell of Lead With Grace then took the class

through a reflection exercise, thinking about what sessions and which leaders featured throughout the program impacted them the most and why. She then asked class members to think about and plan for the next steps in their leadership journey.

After the morning session, a graduation luncheon took place with LCK Board Members. The keynote address was given by Ray Daniels, President & CEO of Equity Solutions Group. Some nuggets of wisdom he shared included: "celebrate the victories and give away all the credit to your team; think up, down, and out, and be ready to explain why behind everything; see reality and take action then assume the problem is everywhere so you can go fix it." The twenty-three graduating class members representing the region received plaques and yearbooks. Everyone was invited by Equus Run Vineyards Owner, Cynthia Bohn, to attend a wine tasting following the luncheon.

## Make Valuable Connections at Commerce Lexington Member Mixer

### PRESENTED BY



### GOLD SPONSOR:

Next Century Technologies

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](http://www.commercelexington.com). After registering, attendees will receive log-in information in the event registration confirmation. Space is limited.





## CONNECT



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LEX History

## Leadership Lexington Class Completes Program; Nathan Zamarron Named Distinguished Leader

The 2021-22 Leadership Lexington class presented by McBayer closed out the year with Reflection and Graduation Day on June 9th. The class traveled to Isaac Murphy Memorial Art Garden (IMMAG), which was a project of the class of 2007. Warren Rogers introduced Yvonne Giles to tell the story of Isaac Murphy and his impact on the horse racing industry as well as his significance in Lexington's East End. Then, 2007 graduates David Cozart, Dave Melanson and Tim Guthrie talked about how the project came to fruition and the impact of partnering with the East End community to make it happen.

After a self-guided tour of IMMAG, class members reconvened to learn about ways they can get involved in the garden and in Phoenix Rising Lex, which preserves, promotes and honors the vast contributions of African American horsemen in establishing the Bluegrass as the Horse Capital of the World through educational, public and social activities.

After relocating to The Cornerstone on UK's campus, the class went through a reflection exercise on their own class projects. Following project reflections, Jason Cummins led a workshop entitled "Building a Learning Organization," which



Nathan Zamarron (LexArts), left, was presented with the 2022 Distinguished Leader Award from last year's recipient Timothy Johnson (United Way). (Photo by Mark Mahan, Mahan Multimedia)

included an after-action review where participants provided feedback about their experience in the Leadership Lexington program. The Graduation ceremony was held in the Esports Theater at The Cornerstone with UK Women's Basketball Head Coach Kyra Elzy providing the keynote address. **Nathan Zamarron** from LexArts was selected as the 2022 Distinguished Leader. Graduates and alumni gathered at the Corner Exchange patio to network and reminisce afterwards.

## Inside Next Issue:

Watch for a recap of the Leadership Lexington Alumni Celebration presented by State Farm Agent Stewart Perry, as well as a summary of Leadership Lexington class projects, inside the August issue.

## AMBASSADOR SPOTLIGHT: Caroline Francis, UK Alumni Career Services

As the director of the University of Kentucky Alumni Career Services, Caroline Francis is tasked with keeping abreast of employment opportunities and workplace trends, while developing career-related programming for her team to carry out. She also coaches individual career clients and writes regular columns for the *UK Alumni* magazine. In 2013, she co-founded the Central Kentucky Job Club, which is still going strong.

UK was one of the first schools in the country to offer designated alumni career counseling and related programming to help people proactively manage their careers throughout their lifespan. Her team also helps employers promote their job leads. Caroline said, "I am passionate about helping people

identify their strengths, make successful career transitions, and reach their full potential."

A native Lexingtonian, Caroline said, "I love this city and feel vested in helping the region remain a positive place for people to work and live. I enjoy being able to support the businesses of local Commerce Lexington members."

She added that being involved in Commerce Lexington has allowed her to get to know more employers and leaders in the community and the relationships built will additionally benefit others that she meets in her work. "The collaboration and encouragement that I have seen between employers and business owners is impressive."



CAROLINE FRANCIS

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](http://www.commercelexington.com/ambassador-program.html).



# WELCOME NEW MEMBERS

New Commerce Lexington Inc. Members From May 13 through June 14, 2022

## Activate Games

### Attractions

Main Contact: Molly Thomas  
2312 Sir Barton Way, Suite 150  
Lexington, KY 40509  
Phone: (859) 437-4099  
<http://activate.games/lexington>

## American Medical Response

### Ambulance Service

Main Contact: Paul Phillips  
1500 Bull Lea Rd, Suite 150  
Lexington, KY 40511  
Phone: (859) 338-4225  
[www.amr.net](http://www.amr.net)

## AVAIL

### Software Developers

Main Contact: Kelsey Shuler  
163 E. Main Street, 3rd Floor  
Lexington, KY 40507  
Phone: (859) 963-1616  
[www.getavail.com](http://www.getavail.com)

## Bluegrass Home Group

### Real Estate

Main Contact: Michelle Gunter  
2357 Huguenard Drive, Ste. 200  
Lexington, KY 40503  
Phone: (859) 552-6672

## Bolt Marketing

### Advertising Agencies

Main Contact: Chase Fairfield  
3228 Summit Square Place, Ste. 230  
Lexington, KY 40509  
Phone: (859) 321-1378  
[www.buildwithbolt.com](http://www.buildwithbolt.com)

## The Council of State Governments

### Non-Profit Organizations

Main Contact: Elizabeth Whitehouse  
1776 Avenue of the States  
Lexington, KY 40511  
Phone: (859) 244-8000  
[www.csg.org](http://www.csg.org)

## Engineered Heating and Air

### Air Conditioning & Heating Systems HVAC

Main Contact: Tom Robeson  
1052 Whipple Ct.  
Lexington, KY 40511  
Phone: (859) 231-0505  
[www.engineeredheatingandair.com](http://www.engineeredheatingandair.com)

## Experienced Stays

### Real Estate Management

Main Contact: Emily Sharp  
838 E. High St. #136  
Lexington, KY 40588  
Phone: (606) 657-8167  
[www.experiencedstays.com](http://www.experiencedstays.com)

## Get Beyond

### Financial Services

Main Contact: Parker Owen  
157 East Tiverton Way  
Lexington, KY 40517  
Phone: (859) 913-0240  
[www.getbeyond.com](http://www.getbeyond.com)

## Human Interest

### Financial Planning Consultants

Main Contact: Brad Fair  
119 Wynlands Dr.  
Goodlettsville, TN 37072  
Phone: (615) 517-6166  
<http://humaninterest.com>

## Joker Business Solutions

### Website Developer

Main Contact: Nate Eldridge  
1055 Dove Run Road, Suite 216  
Lexington, KY 40502  
Phone: (859) 554-0003  
<https://jokerbusiness.solutions>

## Lexcelon

### Software Developers

Main Contact: Daniel Cambron  
857 Sparta Ct., Lexington, KY 40504  
Phone: (270) 576-4252  
[www.lexcelon.com](http://www.lexcelon.com)

## Lexington Securities LLC

### Security Guard & Patrol Services

Main Contact: Jeffree Pruitt  
P.O. Box 23129  
Lexington, KY 40588  
Phone: (859) 940-2024  
[www.lexsecurityco.com](http://www.lexsecurityco.com)

## Liberty Mutual Insurance Lexington KY

### Insurance

Main Contact: Heather Lewis  
3288 Eagle View Lane, Suite 190  
Lexington, KY 40509  
Phone: (859) 223-1313  
[www.libertymutual.com/lexington](http://www.libertymutual.com/lexington)

## Marshall Pediatric Therapy

### Healthcare

Main Contact: Courtney Desrochers  
799 E. Brannon Rd.  
Nicholasville, KY 40356  
Phone: (859) 224-2273  
<http://marshallpediatrictherapy.com>

## Mulberry Builders

### Construction

Main Contact: Lindsey Paulson  
501 Darby Creek Road, Suite 44  
Lexington, KY 40509  
Phone: (859) 396-2523  
[www.mulberry-builders.com](http://www.mulberry-builders.com)

## NEW TOP INVESTOR

### PhRMA

#### Associations

Main Contact: Andy Corsig  
201 E. Fifth Street, Suite 1900  
Cincinnati, OH 45202  
Phone: (513) 766-9514  
[www.phrma.org](http://www.phrma.org)

## Quantrell Auto Group

### Auto Dealers-New Cars

Main Contact: Diana Keating  
1490 East New Circle Rd.  
Lexington, KY 40509  
Phone: (859) 266-2161  
[www.quantrellforlife.com](http://www.quantrellforlife.com)

## Resurgence Counseling Center

### Mental Health Services

Main Contact: Stephen Warner  
2285 Executive Dr., Suite 325  
Lexington, KY 40505  
Phone: (859) 251-8782  
[www.resurgencecounseling.com](http://www.resurgencecounseling.com)

## Ridgewater, LLC

### Engineers - Civil

Main Contact: Alexis Dawalt  
2968 McClure Rd.  
Winchester, KY 40391  
Phone: (859) 806-1089

## RossTarrant Architects, Inc.

### Architects

Main Contact: Mary Lynne Lange  
101 Old Lafayette Avenue  
Lexington, KY 40502  
Phone: (859) 254-4018  
[www.rosstarrant.com](http://www.rosstarrant.com)

## Rotary Club of Lexington After Hours

### Non-Profit Organizations

Main Contact: Ed Maley  
4512 Verbena Park  
Lexington, KY 40509  
Phone: (859) 268-0971

## Sentinel Tax & Accounting

### Accounting/Information Service Office

Main Contact: James Fleming III  
P.O. Box 910294  
Lexington, KY 40588  
Phone: (833) 817-4022  
[www.sentinelaccounting.com](http://www.sentinelaccounting.com)

## Superior Dry Cleaners

### Cleaners Dry Clean & Laundry Services

Main Contact: Kelley Ardery  
2335 Versailles Road  
Lexington, KY 40504  
Phone: (859) 255-3778

## The Illusion LLC

### Entertainment

Main Contact: Kristen Thomas  
161 Lexington Green Circle, Suite 115  
Lexington, KY 40503  
Phone: (859) 971-1928  
[www.theillusionky.com](http://www.theillusionky.com)

## The VoIP Lounge at Norstar Source

### Telephone Equipment & Systems

Main Contact: Chris Tipton  
1890 Star Shoot Pkwy., Suite 170-170  
Lexington, KY 40509  
Phone: (859) 335-9400  
[www.VoIPLounge.com](http://www.VoIPLounge.com)

## ThoroughDent Smiles

### Dentists

Main Contact: Kristina Neda Schroeder  
116 Marketplace Circle, Suite A  
Georgetown, KY 40324  
Phone: (502) 907-2228  
<https://thoroughdentsmiles.com>

## University of the Cumberland

### School-Postsecondary Education

Main Contact: Ryan Osborne  
6191 College Station Drive  
Williamsburg, KY 40769  
Phone: (606) 765-3211  
[www.ucumberland.edu](http://www.ucumberland.edu)

## Whichwich / 3 Generations

### Restaurants

Main Contact: Josh Damron  
685 Limestone St., Ste. 160  
Lexington, KY 40508  
Phone: (859) 810-4300  
[www.whichwich.com](http://www.whichwich.com)



# PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones



**46Solutions** promoted **Richard Manning** to systems administrator, while **Doug Hocker** joined the company as project manager.

**Baptist Health Lexington** recently received the American College of Cardiology's NCDR Chest Pain - MI Registry Platinum Performance Achievement Award for 2022. Baptist Health is the only Central Kentucky hospital and is one of only 240 hospitals nationwide to receive the honor, which recognizes the hospital's commitment and success in implementing a higher standard of care for heart attack patients. The honor signifies that they have reached an aggressive goal of treating these patients to standard levels of care as outlined by the American College of Cardiology/American Heart Association clinical guidelines and recommendations.

**Community Trust Bank** announced that **Gregory C. Haney** has been named as Mt. Sterling Market Senior Retail Lender.

**Lisa Coots** and **Katie Taylor**, owners of **CT Marketing Solutions powered by Proforma** and veterans of the print and promotional products industry, celebrated a great year in the Proforma Network, earning them a spot in the Million Dollar Club. Those new to the Million Dollar Club were presented their commemorative club jackets as a part of this year's awards ceremony in Scottsdale, Arizona.

**Dentons Bingham Greenebaum LLP** earned four rankings for Kentucky practices in the *Chambers USA 2022* guide – Corporate/M&A (Band 1); Environmental, Natural Resources & Utilities (Band 2); Litigation: General Commercial (Band 2) and Intellectual Property (Band 3). Lexington lawyers **Clay Larkin** and **Kelly Bartley** were recognized in the field of Environment, Natural Resources & Utilities, while **Brian Chellgren** was recognized in the field of Intellectual Property. Overall, Dentons secured 161 individual and 74 practice rankings across the country. In other news, Dentons partner **Clay Larkin** assumed the presidency of the national nonprofit Energy & Mineral Law Foundation at its 43rd Annual Institute in June.

**Dickinson Wright PLLC** announced that Chambers & Partners, publisher of the world's leading guides to the legal profession, has ranked Lexington attorneys **Andrew Dorisio** and **Brian Johnson** in the 2022 *Chambers USA Guide*. Chambers & Partners conducts research into the strengths and reputations of U.S. law firms by state, through in-depth interviews with peers and competing firm attorneys, in-house counsel and significant

purchasers of legal services. In addition, **Andrew Dorisio** has been listed as a 2022 IP Star by *Managing Intellectual Property*, the most comprehensive and authoritative guide to leading IP firms and lawyers.

Just five months after launching a four-hour morning newscast and a half-hour news at 6:30 p.m., **FOX 56 NEWS** is expanding with a new half-hour of news at 7 p.m. **Emani Payne** has been named as the solo anchor of the new 7 p.m. newscast.

**Immanuel Baptist Church** (IBC) announced that **Ron Edmondson** has returned to the church as interim senior pastor and will officially transition to senior pastor on August 1, 2022.

**Junkluggers of Kentucky** recently announced that **Cooper Van Tatenhove** has been named as director of business development, while **Michael Hawkins** has joined the company as operations manager.

**Longship** was recently ranked among the Top Brokerage Firms for 2022 by *Transport Topics*, which annually produces the Top 100 list and sector rankings in collaboration with industry research firm Armstrong & Associates. The list is based on gross and net revenues from the prior year. This year Longship ranked 80th, moving from the 94th spot last year.

**McBrayer PLLC** announced the addition of **Brittany Deskins** as a senior associate in the Lexington office's Litigation group. In other news, McBrayer PLLC has joined the 2022-23 cohort of law firms participating in the certification process for the Midsize Mansfield Rule, an initiative aimed at increasing diversity in firm makeup and leadership.

**Promo Assets**, a Lexington-based branded merchandise agency, was recently named one of the greatest companies to work for in the promotional products industry for 2022. The annual competition is hosted by the *Promotional Products Business Magazine* and recognizes companies that excel in creating an outstanding company culture.

**Republic Bank & Trust Company's** new Simple Access checking account was officially certified by the national Cities for Financial Empowerment Fund (CFE Fund) as meeting the Bank On National Account Standards (2021 - 2022). The national safe account Standards, co-created by consumer advocates, leading national nonprofit organizations, civic leaders, and other financial institutions, designate core

and strongly recommended features that ensure low cost, high functionality, and consumer safety.

The Officers and Directors of Republic Bancorp, Inc. and **Republic Bank & Trust Company** announced the appointment of **Jennifer N. Green** (YUM! Brands) and **Timothy S. Huval** (Humana Inc.) to both boards.

*Chambers USA* selected 23 **Stites & Harbison, PLLC** attorneys in Kentucky and Tennessee for inclusion in their 2022 guide, including Lexington attorneys **Mandy Wilson Decker**, **William T. Gorton III**, and **Warren D. Schickli**. The *Chambers USA* guide ranks the top law firms and leading attorneys in the United States.

*Managing Intellectual Property* (Managing IP) magazine has named nine **Stites & Harbison, PLLC** attorneys to the 2022 "IP Stars" list. *Managing IP* recognizes the most highly regarded intellectual property attorneys in the U.S. The star attorneys are nominated by their peers and in-house counsel. Inclusion on the list is based on surveys, interviews and independent research. Making the Copyright Stars list was **Joel T. Beres**. Attorneys on the Patent Stars list were **Mandy Wilson Decker**, **Michael S. Hargis**, **David W. Nagle, Jr.**, **Warren D. Schickli**, and **Patrick M. Torre**. Beres, Hargis and Torre were also named to the Trademark Stars list. Decker was also named to the 2022 edition of *Managing IP's* "Top 250 Women in IP" for the eighth time.

**Sturgill, Turner, Barker & Moloney, PLLC** welcomed two new attorneys to the firm. **Madeleine B. "Maddie" Loeffler** joined the Healthcare Law and Medical Malpractice Defense practice group, and **William D. Razor** joined the Government and Municipal Law practice group.

**Allie Wasson** recently joined **Wiser Strategies** as marketing and administrative services specialist. A graduate of the University of Kentucky, Wasson holds a Bachelor of Business Administration in Marketing and a minor in Analytics.

## SUBMIT PERSONNEL NEWS:

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



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## COMMERCE LEXINGTON CALENDAR OF EVENTS

### JULY 2022:

**4** Commerce Lexington offices closed in observance of Fourth of July holiday.

**11** Deadline to submit 2022 Salute to Small Business Awards applications. - SEE PAGES 12 & 13

**13-14** Washington, D.C. Fly-In presented by Columbia Gas of Kentucky. - SEE PAGE 6

### 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 Ct.) - SEE PAGE 8

**9** Member Mixer presented by MELIA Realty Group, 10:00 - 11:15 a.m., via Zoom. - SEE PAGE 16

**26** Salute to Small Business Awards Luncheon presented by Forcht Bank, 11:30 a.m. - 1:30 p.m., at The Campbell House (1375 S. Broadway). - SEE PAGE 13

**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 11

**10-20** International trip features Greece Island Hopper Adventure. - SEE PAGE 8

**22** Fall Opportunity Exchange presented by Equity Solutions Group, 4:30 - 6:30 p.m., at The Campbell House (1375 S. Broadway). - SEE PAGE 9

### 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.