

Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | JUNE 2023 | VOLUME XXXI, ISSUE VI

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INSIDE THIS ISSUE:

Transylvania, LiveWell Training Club
Co-Sponsor Business Link June 22

2023 Salute to Small Business
Awards Applications Due June 26

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to Individual & Professional Success

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BUSINESS FOCUS

June 2023: Volume XXXI, Issue VI

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



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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.



2021 re-dedication of the rainbow crosswalk

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ECONOMIC DEVELOPMENT

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

U.S. Global Leadership Coalition Luncheon with U.S. Trade and Development Agency

The U.S. Global Leadership Coalition hosted a luncheon in Lexington on May 10th featuring Enoch T. Ebong, Director of the U.S. Trade and Development Agency (USTDA). The USTDA is a broad-based influential network of 500 businesses and non-governmental organizations; national security and foreign policy experts; and business, faith-based, academic, military and community leaders in all 50 states who support strategic investments to elevate development and diplomacy alongside defense in order to build a better, safer world. The luncheon included leaders from across Lexington for a discussion about America's global leadership in today's challenging times and how the USTDA helps companies create U.S. jobs through the export of U.S. goods and services for priority infrastructure project in emerging economies.



Left to right: Cheryl Klever, Enoch T. Ebong, and Niki Goldey.

2023 ECONOMIC DEVELOPMENT BY THE NUMBERS:

New Business: 24 prospects interested in finding a new location or expanding in the Lexington area.

Client Visits to the Lexington Area: 11

Existing Business Visits: 29

Existing Business Attempts: 55

Total Active Projects: 34



Commerce Lex. E.D. Team Attends KAED Collaboration Conference in Louisville

The Kentucky Association for Economic Development (KAED) consists of more than 900+ members that represent 600+ unique companies who share a common interest in building and growing Kentucky. KAED works with the Cabinet for Economic Development and other state organizations to influence policies and legislation that encourage growth and development in the Commonwealth. Team members Cheryl Klever and Niki Goldey attended the Kentucky Association for Economic Development Spring Collaboration conference in Louisville April 12-13. Beth Land with Site Selection Group, LLC provided an update on the KPDI program and discussed trends around foreign direct investment. Mr. Joe Frazier, Executive Director of the Center for Diversity, Equity, & Inclusion at the KY Chamber of Commerce, discussed the new Kentucky Minority-Owned Business Database and provided information on the Inclusive Employer Certificate Program. Attendees also had an opportunity to hear from Governor Andy Beshear as well as Secretary Jeff Noel of the Kentucky Cabinet for Economic Development.

Economic Dev. Team Attends Select USA

Select USA is the highest-profile event in the United States dedicated to promoting foreign direct investment. The annual event was held this year May 1-4 near Washington, DC. at the National Harbor. Bringing together more than 4,000 professionals from around the world, this event allows investors, companies, economic development organizations and industry experts to cultivate relationships, create deals for investment, and learn from one another. Niki Goldey attended the event, along with the Kentucky Cabinet for Economic Development, and participated in a reception during the event designed to bring awareness to development opportunities in central Kentucky and throughout the Commonwealth.



Harrison Bratton Recognized With Transy Interfraternity Member of the Year Award

We are incredibly proud of our intern, **Harrison Bratton**, for receiving the Interfraternity Member of the Year Award during the Transylvania University 2023 Broadway awards this year! Harrison also served as the Vice President of the University's Student Activities Board this year which took home three awards as well. Harrison's attention to detail, work ethic and dedication to excellence ensure a bright future ahead. Way to go, Harrison!



Construction Diversity Accelerator



The Construction Diversity Accelerator Program, a long-standing initiative of Turner Construction, recently concluded its second year in partnership with UK Supplier Diversity and KY APEX Accelerator (formerly KYPTAC). The ten-week program concluded on May 9th with the graduation of its participants. Over the duration of the program, participants engaged in weekly sessions covering key construction topics, made networking and business connections, created a capability statement, gained resources and bidding opportunities, and competed in a mock bid. Commerce Lexington is proud to be a community partner in this program.

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



Central Kentucky's Annual D.C. Fly-In Scheduled for July 26-27

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The Bluegrass Region's annual **Washington, D.C. Fly-In** presented by **Columbia Gas of Kentucky** is comprised of Central Kentucky's leaders from the business community, non-profit sector, education institutions and local elected officials who travel to our nation's capitol to meet with Kentucky's Congressional delegation to advocate on behalf of the region's federal legislative agenda. In addition to meeting with Kentucky's delegation, the D.C. Fly-In affords participants the opportunity to hear from various leaders and policy experts on Capitol Hill over a two-day period.



This year's regional lobbying trip will take place on Wednesday and Thursday, **July 26-27, 2023**, with hotel accommodations at the Sofitel, 806 15th Street NW, Washington, DC 20005.

TO REGISTER:

Registration for the D.C. Fly-In is available on-line at www.commercelexington.com. Note that all attendee fees are due by June 25, 2023 to secure your registration, and all packages are non-refundable after June 25, 2023. Registration for the group air option is no longer available, so those who register now will have to book their own air travel. If you have questions about this trip, contact Lynda Bebrowsky by e-mail at lbebrowsky@commercelexington.com.

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OP-ED: Action Needed on Land Use to Improve Housing, Jobs, Equity

Imagine you are a firefighter and can't afford to live in the same community where you save lives. Or a teacher who can't afford a home near the school where she transforms lives. Or a single parent raising a family in substandard housing because there are no affordable alternatives. Imagine the company where you work might be forced to move out of the county because it has outgrown its facility and can't find suitable space here.

Imagine that your community will be facing a budget shortfall of tens of millions of dollars, which means taxes will be raised or services will be cut – or both – if we can't increase the number of jobs that are contributing more than 60-percent of the city's revenues.

Lexingtonians don't have to imagine. Every day, they face the reality that a lack of supply of housing across all incomes has caused home prices to skyrocket 80 percent in 10 years and made Lexington No. 7 in highest rent increases in the country by one measure and No. 1 by another calculation.

This is Lexington in 2023. But it doesn't have to be Lexington 2028 or 2045. Right now, the council members are revising the Goals & Objectives for the next Comprehensive Plan, called Imagine Lexington, which will guide the city's development for the future.

It's time for a common sense, balanced approach to land use policies that work for every segment of our community. Here's how we balance the needs of all of our neighbors with the desire to protect our signature horse farms and iconic rural landscape:



RAY DANIELS

homes per year. Today, we are building around 600 homes per year.

That's why we strongly urge the Council to include more land within the Urban Service Boundary based on the recommendations of the Goal 4 Work Group, which represented a wide variety of interests and achieved consensus on areas for inclusion:

- Authorize property owners to file zone map amendments for limited properties, not to exceed 5,000 acres, in areas along the I-75 corridor near Richmond and Winchester roads. This land includes willing sellers/developers, is near critical infrastructure and has no impact on horse farms.
- Utilize the existing planning process, which is informed by robust public engagement and is built upon a thorough research-based foundation.
- Finalize a Growth Management Plan as described in the Goal 4 Work Group Report for all other areas identified on its map to inform future growth and long-range planning.

As the only governmental body that is directly accountable to the people and the only one that represents every neighborhood in Lexington, we urge council members to strengthen the goals and objectives, include more land within the boundary, and ensure strong accountability so we don't find ourselves with the status quo in another five years.

Ray Daniels is chairman of the board of Lexington For Everyone. Visit <https://lexingtonforeveryone.com> for more information.

HOUSING

The city is one of the largest owners of vacant/underutilized land in the county. By providing land for affordable housing, the city would reduce costs.

Our community also must emphasize housing opportunities for all because our essential workers and young professionals are being squeezed out of the market as well.

Other recommendations include exploring opportunities for public-private partnerships and evaluating the cost/benefit of current and future zoning ordinances and processes.

JOBS

In recent years, Lexington has lost 1,500 jobs to surrounding counties with another 1,000+ in jeopardy of leaving due to a lack of available land for business expansion. We should encourage land development that attracts, expands and retains jobs in employment sectors that provide upward mobility and prosperity for all and prioritize identifying land opportunities for job creation and workforce housing needs.

LAND AVAILABILITY

Making more land available is the one solution that will have a tremendous positive impact on housing, jobs and equity.

The original intent of the Urban Service Boundary was to allow incremental growth as needed to keep the land compact and contiguous. It was not created to constrain growth but rather to manage it.

Our population grew 145 percent, but our acreage only grew 27 percent from 1960 to 2020.

Around the time of the 1996 expansion, Lexington still had enough land within the old boundary that it was able to build around 1,800



THE MEETING MANAGERS



Lexington Event Company is the go-to for meeting management in Kentucky (and beyond). From 20 people to 20,000+, events spanning two hours to two weeks, and a range of budgets and scope - we work with our clients to perfectly execute their meetings, conferences, tradeshows, and events. Our scope can include budget creation & management, event marketing & design (and on-site execution), sponsor & attendee communications, site & vendor selection, travel & transportation management, logistics & on-site management, food & beverage planning, entertainment & decor, ticketing & registration, and so much more! Whether you have an existing meeting in place that you are ready to uplevel, or you're starting from the ground up - we meet you where you are and help you every step of the way. Give us a call to chat through your details and how our project management process can change the game in planning your next event.

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NEW SERVICE: Commerce Lexington Adds Nonprofit Peer Groups

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

Group Details and Requirements:

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



FOR MORE INFORMATION:

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



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Commerce Lexington Expands With Addition of Hannah Lindon

Commerce Lexington Inc. is pleased to announce that Hannah Lindon recently joined its team as Administrative Associate, Membership and Engagement, and will help to grow the organization and produce top tier programs and events that enhance the member experience and impact the community. She will provide support to our leadership development programs (i.e. Leadership Lexington, Leadership Central Kentucky, Emerging Leaders of the Bluegrass and the EMERGE Conference), membership development and retention efforts, and events and programs throughout the year. Hannah most recently served as marketing coordinator at Dan Cummins Auto Group in Paris. A graduate of Bellarmine University, she also completed an internship with Greater Louisville Inc., where she gained valuable experience in communications, public policy, design and marketing, as well as the day-to-day operations of the organization.



HANNAH LINDON



Commerce Lexington's Amy Stout (right) accepted the Leadership Achievement Award from Allen McDaniel, Executive Director of the Downtown Lexington Partnership. (Commerce Lexington photo)

Commerce Lexington's Amy Stout Recognized With DLP's Leadership Achievement Award

During the Downtown Lexington Partnership's Annual Meeting in late April, Commerce Lexington's Vice President of Leadership Development, Amy Carrington Stout, received the Leadership Achievement Award, which recognizes an individual, business or organization that best exemplifies exceptional contribution to the business, civic, or human vitality of downtown Lexington. For more than 11 years, Stout has led Commerce Lexington's leadership development programs, including Leadership Lexington and Leadership Central Kentucky programs, as well as the annual EMERGE conference and Emerging Leaders of the Bluegrass. A native of Mt. Sterling, Kentucky, Amy is a graduate of Samford University in Birmingham, and later completed an Honors Degree at Victoria University in Wellington, New Zealand, studying as a Rotary Ambassadorial Scholar. She also has a master's degree in Community and Leadership Development from the University of Kentucky.

Build Your Connections Using Commerce Lexington's Social Media

Commerce Lexington Inc. recognizes that business owners and business professionals live busy lives. That's why we have so many different ways to keep connected to the events, programs, and services that help you succeed. Social media is an effective way to promote your company or organization and engage your customers. Here are some of the places you can keep up with Commerce Lexington Inc. on social media. Commerce Lexington Inc. members are permitted to post items about their business to our social media channels.



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SALUTE TO SMALL BUSINESS

2023 Salute to Small Business Award Applications Due June 26th

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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 **2023 Salute to Small Business Awards presented by Forcht Bank** kicked off in May with the release of this year's awards application. We'll recognize the award winners and celebrate a new Small Business of the Year at an awards luncheon on **Friday, August 18**, from noon to 1:30 p.m. at Central Bank Center.

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 JUNE 26, 2023:

The deadline to apply for the 2023 Salute to Small Business Awards is **Monday, June 26**. The application is available on-line at 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.

2023 Salute to Small Business Awards
Application Open Now!
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2023 Salute to Small Business Award Category Descriptions

MINORITY BUSINESS AWARD:

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

BUSINESS SUCCESS AWARD:

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

ENTREPRENEUR AWARD:

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

NONPROFIT COMMUNITY IMPACT AWARD:

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

[Apply at commercelexington.com]

Past Award Winners Since 2010

SMALL BUSINESS OF THE YEAR AWARD:

2022 - Highbridge Springs Water
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

MINORITY BUSINESS:

2022 - VOLO Careers International
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.

BUSINESS SUCCESS:

2022 - Highbridge Springs Water
2021 - Crank & Boom Craft Ice Cream
2020 - Churchill McGee
2019 - Hallway Feeds
2018 - BACK Construction
2017 - GreenBox

2016 - MCF Advisors, LLC
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:

2022 - Astral
2021 - Peer House, LLC
2020 - AU Associates, Inc.
2017 - Impressions Marketing & Events
2016 - LexEffect Events + Management
2015 - Crank & Boom Ice Cream
2012 - J&H Lanmark
2011 - Benezet and Associates
2010 - APAX Software

NONPROFIT AWARD:

2022 - GreenHouse17
2021 - Lexington Rescue Mission
2020 - CASA of Lexington
2019 - Chrysalis House, Inc.
2018 - Kentucky Refugee Ministries
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 County Housing Authority

NOTE: For small business award winners dating back to 1986, visit www.commercelexington.com/past-award-winners.html.



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EVENTS

Transylvania, LiveWell Training Club Co-Sponsor Next Business Link Showcase Your Business & Build Your Client Base by Reserving Exhibit Space

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Kick your summer networking into high gear by networking or exhibiting at the next Commerce Lexington **Business Link event co-sponsored by Transylvania University and LiveWell Training Club** on **Thursday, June 22**, from 4:00 - 6:00 p.m. at Transy's recently-opened William T. Young Campus Center on the corner of North Broadway and Fourth Street. Bring plenty of business cards, and be ready to network your way to success, while learning more about Transylvania University and LiveWell Training Club.

ABOUT THE VENUE:

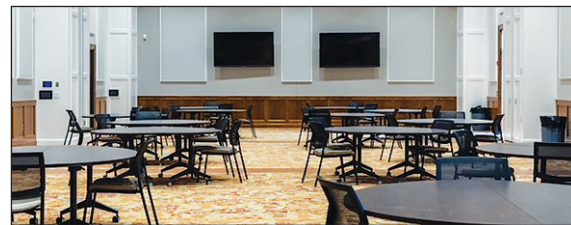
Transylvania's campus center opened in 2020 and has bright, welcoming areas for business meetings, conferences and events. The William T. Young Campus Center is a 97,710-square-foot building that includes 61,400 square feet of new construction and 36,310 square feet of renovated space. The expansive event and meeting spaces (pictured at right) boast up-to-date technologies and are available for a competitive rental fee to external partners and local organizations.

TO REGISTER:

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

RESERVE EXHIBIT SPACE:

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



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@330: Importance of Personal PR to Individual & Professional Success

Public relations skills are essential for working in a variety of jobs that require regular communication with others. They typically include skills such as communication, research, and the ability to identify trends in public opinion. Knowing how to leverage these skills could make you a valuable contributor to a company's communications or marketing department.

During the next Commerce Lexington @330 Series presented and hosted by 46Solutions on Tuesday, July 11, from 3:30

- 5:00 p.m. at the 46Solutions' showroom (161 Lexington Green Circle, Suite 140), media and public relations veteran Abby Laub will discuss the importance of personal PR and how critical it is to your individual and professional success. Whether it's ensuring that you are seen in the right places through securing appropriate interviews in the media and through speaking opportunities or ensuring that your digital profile is up to date, representative, and accurate, personal PR will be essential to advancing your personal and commercial interests.



ABBY LAUB

ABOUT THE SPEAKER:

This one-hour comprehensive and interactive course serves as an entrée into a broader conversation and will be facilitated by **Abby Laub**, a communications expert with nearly 20 years of MarCom experience who currently serves as the Director of Strategic Communications at Asbury University and helped guide the school through a global spotlight with hundreds of millions of viewers on both social media and traditional media outlets. She has experience as a journalist, photography and marketing business owner, communications consultant, and freelance writer for nearly 20 years.

TO REGISTER:

The @330 events feature a topical presentation that is relevant to the success of entrepreneurs, business owners and business professionals. There is no cost to attend this members' only event. Register on-line at commercelexington.com.

PRESENTED BY



@330 SERIES:

IN-PERSON EVENT

WHEN: Tuesday, July 11

TIME: Program 3:30-4:30 p.m.;
Networking 4:30-5 p.m.

TOPIC: Personal public relations

WHERE: 46Solutions' showroom (161 Lexington Green Circle, Ste. 140)

REGISTER: Register on-line at commercelexington.com

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Member Discount on Workers' Compensation Insurance Introduced

Commerce Lexington is pleased to offer 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 cov-



erage. 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.

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



Emerging Leaders Participate in Time Management Workshop



In late April, Emerging Leaders of the Bluegrass kicked off a new year of programming with an outing at Keeneland. During the exclusive event for passholders, participants enjoyed an afternoon of Thoroughbred racing, learned how Keeneland racing and sales fit within the national and global equine market, met with a Keeneland BETologist, and toured the grounds with a Keeneland guide. (Photos by Mahan Multimedia)

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. Now is the time to get emerging leaders in your company or organization registered to participate in this year-round program focused on professional development, community education and networking.

In late May, Emerging Leaders of the Bluegrass participated in a professional development workshop entitled "A Guide to Time Management and Organization in the Workplace" led by Joel Murphy of ExecuTrain, who has 10-plus years of management and healthcare experience. During the workshop, emerging leaders learned how to make the most of their time by prioritizing, setting goals and creating more order in their lives.

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. The annual pass year runs April through March. To learn more about Emerging Leaders of the Bluegrass, visit www.emergingleadersbg.com.

GIVE THE GIFT OF LEADERSHIP DEVELOPMENT:

Looking for the perfect gift for an intern, recent college grad or other young professional in your life? Consider a year long pass to Commerce Lexington's Emerging Leaders of the Bluegrass Program. We will even send you a gift voucher to present as a gift! This voucher entitles you to

attend all Emerging Leader events held monthly through March 2024. Programs are focused on professional development, community education and networking. Purchase a pass by e-mailing to dwilson@commercelexington.com.

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Leadership Central Kentucky Explores Winchester-Clark Co. Area

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Recap by Chelsea Reese, Brooks Place

Meeting downtown, Leadership Central Kentucky class members loaded the bus and headed to the George Rogers Clark High School campus. We enjoyed breakfast sponsored by the Winchester Clark County Chamber of Commerce. First, we learned about emotional intelligence from Vitale Hardin, CEO of The Hardin Group. The seminar was very informative, interesting, and productive. We learned about the connection between successful relationships and happy lives. The class also discussed keywords that can hinder our emotional well-being such as, "I'm so busy." Using this kind of thinking can cause us to play an exhausting victim role. Alternating to words such as "high scheduled" can put more of the power and control back on the busy and sometimes overbooked leader and can lead to a better overall emotional health. Changing "What If" to "Ever If" is another example of a keyword upgrade for leaders to consider. "Action leads to confidence leads to more action" was my favorite affirmation learned.

Next, we listened to Matt Smith, CEO for Clark Regional Medical Center, who did a great job connecting regionalism to his marketing efforts to make Clark Regional a 'go-to' hospital for eastern Kentucky corridors like the Mountain Parkway.

We loaded up the bus and headed to the Ale-8-One Bottling Company! On our way there, I was honored to show everyone Rose Mary C. Brooks Place! A nonprofit senior living community offering independent living cottages for sale and assisted living apartments for lease to seniors in and around Clark County. I work at Brooks Place, and we are always brainstorming fun and new places to take residents so this entire class has been well worth it to learn what my surrounding county neighbors have to offer and how we could connect, interact, and help each other through regionalism. With

hometown pride, we toured Ale-8-One and even got to sample the upcoming PEACH ALE-8 before it hit the shelves.

Next, we enjoyed a trip to El Camino for lunch followed by a stop by Legacy Grove Greenscapes. Afterward, we headed to East Kentucky Power Cooperative to hear Chad Walker's insight into regionalism and uniqueness with his experience in local downtown developments. Nick Comer, External Affairs Manager of East Kentucky Power, spoke with us about solar energy, its capabilities and what other energy EKPC utilizes. We toured the 60-acre solar farm of silicone panels and learned how they function.

We ended the day at the Engine House Pub, a true downtown tradition of great food and great atmosphere! I know from experience - the pizza and calzones are DELICIOUS!

2023-24 Leadership Central KY Applications Due June 15

Applications are open now for the 2023-24 Leadership Central Kentucky program, a regional program seeking to build a network of informed citizens connected across community lines. Curriculum includes leadership development, education on issues facing the region, relationship-building and awareness of uniqueness of each county. Individuals from the following counties are invited to apply for this regional program: Bourbon, Clark, Fayette, Franklin, Jessamine, Madison, Scott, and Woodford. Applications are **due by June 15, 2023**. Go to leadershipcentralkentucky.com for more information and to apply on-line.



Leadership Lexington Class Learns About Equine Industry Impact



Recap by Phil Jun, LexArts

Quarter Horse... Jump Teaser... Into Mischief... All these things and more were completely new terms for a city slicker like me, which was a big reason why I thought I would have a different perspective when reviewing Equine Day for Leadership Lexington.

For me, the day was filled with education. First of all, learning about how much money it brings to the economy was eye-opening. From The Breeder's Cup to the sales at Keeneland, it was incredible to hear the numbers being reported. Also hearing how a horse like Into Mischief brings in millions of dollars into the Kentucky economy in just a few hours' worth of work.

Along the same lines, it was interesting to see the Rood & Riddle facilities and all the medical care that they offer for horses. Learning that they not only

offer medical care but also reproductive services and research for horses. There was a touching moment on the tour when we saw someone in a recovery stall with a foal hugging it to help it through the process of waking up from surgery.

Lastly, I was pleased to see how much effort Keeneland is putting in to tell the forgotten stories of African American jockeys and how much they contributed to the equine industry. I have heard of Oliver Lewis and Isaac Murphy but learned of other names like Jimmy Winkfield and trainers Ansel Williamson and Edward Dudley Brown. It was great to see the intentionality to bring these stories to the surface.

Equine Day was an incredible learning experience for a city kid. Saying that the equine industry is important to Lexington and Kentucky is an understatement.

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AMBASSADOR SPOTLIGHT: Emily H. Cowles, Wyatt, Tarrant & Combs

Emily Cowles is a Partner at Wyatt, Tarrant & Combs, and leads the firm's Real Estate & Lending Service Team. She has been practicing law for twenty years and specializes in commercial real estate, financing, and transactions on the buyer and seller sides, as well as on behalf of the lender. Emily has a wide range of experience in real estate and lending ranging from litigation, receiverships, loan restructurings and enforcement, to agriculture, construction, development, commercial lease transactions and short-term rentals.

The Wyatt firm maintains an active national practice with five offices throughout Kentucky, Tennessee and Indiana, and traces its roots back more than 200 years. Emily said, "Our structure of nine service teams and industry-focused

practice groups enables our lawyers to provide the most efficient and effective delivery of services for excellent value."

Born and raised in Nashville, Emily settled here with her husband and has now lived in Lexington for over 25 years, where they are raising two teenage sons. Emily is very involved in the Lexington community, serving on three boards and volunteering for several nonprofits. Emily said it's imperative for her to be active in Commerce Lexington, because it supports the very people and businesses that she works with every day. Emily is a graduate of Leadership Lexington and has attended numerous Commerce Lexington events over the years. As a first-year Ambassador, she said serving as the personal liaison for members is both a privilege and honor.



EMILY H. COWLES

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



WELCOME NEW MEMBERS

New Commerce Lexington Inc. Members From April 18 to May 16, 2023

NEW DIAMOND LEVEL INVESTOR

WLEX-TV

Television Stations

Main Contact: Andrew Shenkan
1065 Russell Cave Rd., Lexington, KY 40505
Phone: (859) 259-1818
www.lex18.com

NEW GOLD PREMIER PARTNERS

Field & Main Bank

Banks

Main Contact: Lesley A. Fluke
369 E. Main St., Ste. 100, Lexington, KY 40507
Phone: (859) 554-9660
www.fieldandmain.com

Longship

Logistics

Main Contact: Kenneth R. Schomp
2376 Sir Barton Way, Lexington, KY 40509
Phone: (855) 440-2828
www.longship.us

MCM CPAs & Advisors

Accountants

Main Contact: Debbie Smith
333 W. Vine St., Lexington, KY 40507
Phone: (859) 514-7800
www.mcmcpa.com

NEW SILVER PREMIER PARTNERS

BlueOval SK

Manufacturers-Products

Main Contact: Sarah Vaughn
One American Road, Dearborn, MI 48126
Phone: (270) 932-0549
<http://blueovalsk.com>

Independence Bank

Banks

Main Contact: Sarah Vaughn
444 E. Main St., Ste. 108, Lexington, KY 40507
Phone: (859) 967-1776
www.1776bank.com

Merrill, a Bank of America Company

Financial Planning Consultants

Main Contact: Rebecca Hern
4023 Finn Way, Lexington, KY 40517
Phone: (859) 231-5204
www.local.ml.com/LEXINGTON_KY

NEW BRONZE PREMIER PARTNER

Anderson Communities

Real Estate Developers

Main Contact: Ashley Anderson
1255 Providence Place Pkwy., Lexington, 40511
Phone: (859) 231-0099
www.andersoncommunities.com

7Brew Drive Thru Coffee

Coffee Shop/Restaurant

Main Contact: Ralph Cole
4265 Harrodsburg Road, Lexington, KY 40513
Phone: (317) 850-3367
<https://7brew.com>

Bess Pages Business & Resources Directory

Advertising-Directory & Guide

Main Contact: Bessie Jackson
1890 Star Shoot Parkway, Suite 170-240
Lexington, KY 40509
Phone: (859) 264-7645
www.besspages.com

Cabinets & Designs

Interior Designers & Decor

Main Contact: Avery Brown
201 Walton Avenue, Lexington, KY 40502
Phone: (859) 354-9330
www.cabinetsdesignslex.com

Calhoun Construction

Construction Management

Main Contact: Shannon Haste
1708 Jaggie Fox Way, Lexington, KY 40511
Phone: (859) 618-6482
www.calhounconstructs.com

Edward Jones

Financial Services

Main Contact: Emily Rice
25 Sterling Way, Ste. A, Mt. Sterling, KY 40353
Phone: (859) 595-6701
www.edwardjones.com

Idle Hour Members LLC

Restaurants

Main Contact: Matthew Mason
2051 Richmond Road, Lexington, KY 40502
Phone: (859) 266-4488
www.oneillsllexington.com

Jaspen Group

Employment-Temporary Help

Main Contact: Ariel Edwards
1018 E. New Circle Road, Suite 201
Lexington, KY 40505
Phone: (463) 246-2637
www.jaspengroup.com

Limestone Limousines

Limousine Services

Main Contact: Billy Richmond
540 E. 2nd St., Suite A/B, Lexington, KY 40508
Phone: (859) 880-3243
<http://limestonelimousines.com>

Mike Ison Insurance Agency, Inc.

Insurance

Main Contact: Sharon Ison
2121 Richmond Road, Suite 145
Lexington, KY 40502
Phone: (859) 268-8850
www.allstate.com/mikeison

New Era Insurance

Insurance

Main Contact: Apeksha Patel
151 Prosperous Place, Suite 2A
Lexington, KY 40509
Phone: (859) 396-3467
www.newerainsurancegroup.com

Odyssey Optics Media

Drone - Services

Main Contact: Michael Wallace
305 Codell Drive, Office 3
Lexington, KY 40509
Phone: (606) 356-5168
www.odysseyoptics.com

PriceWeber

Advertising Agencies

Main Contact: David Lowe
110 West Vine Street, Suite 325
Lexington, KY 40507
Phone: (502) 889-5108
www.priceweber.com

Pringle Robotics

Technology Development

Main Contact: Gerald Prall
6425 U.S. 150
Peoria, IL 61528
Phone: (309) 642-8900
www.pringlerobotics.ai

Solutions IV Vitamin Bar & Hormone Renovation

Health & Wellness

Main Contact: Mandi Snell
1084 Wellington Way, Lexington, KY 40513
Phone: (859) 251-6220
www.solutionsivitaminbar.com

Sunrise Children's Services

Non-Profit Organizations

Main Contact: Reuben Watson
2465C Nicholasville Rd.
Lexington, KY 40503
Phone: (859) 455-8185
www.sunrise.org

Thrivent - Inspired Wealth Advisors

Financial Planning Consultants

Main Contact: Brittany Lawson
1031 Wellington Way, Suite 210
Lexington, KY 40513
Phone: (859) 303-5139
<https://connect.thrivent.com/inspired-wealth-advisors>

Top Shelf Property Management

Real Estate

Main Contact: Kathy Baesler
1795 Alysheba Way, Suite 7105
Lexington, KY 40588
Phone: (859) 318-3838
www.topshelfky.com

PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones



ABC 36 (WTVQ) recently launching a new lifestyle show called *Let's Talk Kentucky*, which airs weekdays at 12:30 p.m. following the ABC 36 News at Noon. The show features a mix of women from different cultures, backgrounds, and ideologies discussing the issues facing our region and how to meet those challenges together, including **Sherelle Roberts**, **Lyssa High**, **Susan Mills**, and **Kim Dixon**.

Central Bank & Trust Co. announced that **Matt O'Toole** recently joined the bank as assistant vice president, commercial lending officer in the northern Kentucky market.

Christian Appalachian Project (CAP) was recognized as an Eastern Kentucky Hero during the first Shaping Our Appalachian Region (SOAR) Eastern Kentucky Gala on April 29. CAP received the honor alongside other regional organizations and individuals for its ongoing recovery efforts in Eastern Kentucky after historic flooding devastated the region last summer.

Community Trust Bancorp, Inc. announced the promotion of **Michael Willis** to Market Vice President/Branch Manager of Community Trust Bank, Inc. in Georgetown.

Kevin Smith, President and CEO of **Community Ventures**, has been appointed to serve a second term on the Community Development Advisory Council of the Federal Reserve Bank of St. Louis.

Dean Dorton is now a Cybersecurity Maturity Model Certification (CMMC) Registered Provider Organization (RPO). The Department of Defense launched CMMC to mitigate national security breaches and protect sensitive information. To become an RP and RPO, individuals and organizations must undergo a rigorous accreditation process. The process culminates with an assessment by a team of experienced and qualified professionals to affirm the standards are satisfied.

Will Messer recently joined the **Dentons** Lexington office as of counsel. He represents businesses and organizations in a variety of areas including corporate law, construction law, employment law, creditors' rights and appeals.

Cody King joined **Dinsmore & Shohl's** Lexington office as an associate in the firm's Commercial Litigation practice group.

The **Fayette Education Foundation** announced that **Mya Gibbs**, a senior from Tates Creek High School, was selected as the recipient of the third annual Emmanuel "Manny" Caulk Jr. Memorial Scholarship. Ms. Gibbs received the \$2,500 scholarship based on her academic achievement, desire to become an educator and her story about how public education prepared her for life after high school.

Sydney Cornett recently joined **Lexington Event Company** as an event producer.

McBrayer PLLC Member **Anne-Tyler Morgan** was elected Chair of the Lexington-Fayette Urban County Government Industrial Authority, which is Lexington's commercial and industrial land development entity. Ms. Morgan is also a longtime senior member of Lexington's Economic Development Investment Board.

Paul Ray Smith, Jr., Executive Vice President at **NAI Isaac**, has been named a CoStar Power Broker in the retail leasing sector for commercial real estate. The CoStar Power Broker Awards recognize and celebrate commercial real estate's top brokers and firms in the United States and Canada. Smith joined NAI Isaac as a leasing/sales associate in 1987.

NAI Isaac recently welcomed **Cynthia Griffin** as accountant and **Jennifer Pennington** as property manager. Griffin will ensure that all company and managed property invoices are processed efficiently, while maintaining the accuracy and integrity of the company's AP system. Pennington will oversee day-to-day building operations with a proactive approach to preventative maintenance.

Republic Bank & Trust announced the appointment of **Vidya Ravichandran**, founder and CEO of GlowTouch, LLC, to its board of directors, including Republic Bancorp, Inc. (the "Company") and Republic Bank & Trust Company (the "Bank", collectively, "Republic").

Sayre Christian Village recently named **Neil Bedwell** as chief financial officer and **Scott Kruse** as human resources director for the nonprofit senior living community.

The American Bar Association (ABA) Health Law Section has ranked **Stites & Harbison, PLLC** in its Tenth Annual Regional Top 10 Law Firm Recognition List of Top 10. The firm

ranked eighth in the inaugural National Top 10 list and fourth in the South Top 10 list. Stites & Harbison has been honored nine consecutive times to the South list.

Traditional Bank welcomed **Amy Workman** to its Lexington lending team as mortgage loan officer. With close to 20 years of banking experience, Amy has a passion for helping people achieve their dreams of homeownership.

The **YMCA** recently kicked off its 170th anniversary of serving the Central Kentucky community with a celebration of the work of its volunteers, staff, donors, and community partners at its Annual Celebration of Impact at LexArts in Lexington. The evening honored individuals and partners for their work in making an impact on the community in 2022, including the following award recipients: Community Impact Award - **Central Bank**; Red Triangle Award - **David and Marci Kloiber**; Volunteers of the Year - **Nina Thomas** (Black Achievers program), **Vange Lear** (C.M. Gatton Beaumont YMCA), **David Mahoney** (Frankfort YMCA), **Keri Lee** (High Street YMCA), **Don and Sandy Hoffman** (North Lexington Family YMCA), **Frederick Douglass Boys' and Girls' Soccer Teams** (Whitaker Family YMCA); YMCA Black Achievers 2023 Graduating Seniors - **Christian Blackwell** (Paris High School), **Porter Brown** (Carter G. Woodson Academy), **Nathan Hocker** (Bryan Station High School), **Latrice Jones** (STEAM Academy), **Trayvon Mason** (STEAM Academy), **Damirien McCann-Fisher** (Bryan Station High School), **Terique Murphy-Adams** (Henry Clay High School), **Mikiah Oney-Adams** (Lafayette High School), **Alexis Smith** (Henry Clay High School), **Aisha Smith** (Henry Clay High School), **Kiari Stewart** (Frederick Douglass High School); Rob Taylor Spirit Award (YMCA Part-Time Employee) - **George Seidelman** (C.M. Gatton Beaumont YMCA); and Impact Award (YMCA Full-Time Employee) - **Kevin Haury** (YMCA of Central Kentucky Senior Director of Program Operations).

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

JUNE 2023:

- 5-7** **Leadership Visit presented by Central Bank & Trust Co.**
to Grand Rapids, Michigan.
- 8** **Leadership Lexington presented by McBrayer PLLC:**
Graduation Day.
- 15** **Applications due for the 2023-24 Leadership Central**
Kentucky program. - SEE PAGE 16
- 19** Commerce Lexington offices closed in observance of
Juneteenth.
- 22** **Business Link co-sponsored by LiveWell Training Club**
& Transylvania University, 4:00 - 6:00 p.m., at Transy's
new William T. Young Campus Center. - SEE PAGE 12
- 26** **Deadline to submit 2023 Salute to Small Business Awards**
Applications presented by Forcht Bank. - SEE PAGE 10

JULY 2023:

- 4** Commerce Lexington offices closed in observance of
Fourth of July holiday.
- 11** **@330 Series presented by 46Solutions, 3:30 - 5:00 p.m.,**
at 46Solutions (161 Lexington Green Circle, Suite 140)
- SEE PAGE 13
- 26-27** **Washington, D.C. Fly-In presented by Columbia Gas of**
Kentucky. Register now! - SEE PAGE 6

AUGUST 2023:

- 15** **Member Mixer, 10:00 - 11:15 a.m., via Zoom.**
- 18** **Salute to Small Business Awards Luncheon presented**
by Forcht Bank, 12 - 1:30 p.m., at Central Bank Center.