

# BUSINESS FOCUS



OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | APRIL 2019 | VOLUME XXVII, ISSUE IV



**April 18th**

**Expand Your Network at Net90**

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# BUSINESS FOCUS

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**DISTILLERY  
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May 14th @330 Series: Simple  
Hacks to Rescue Your Computer



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LEXINGTON/DOWNTOWN

Hilton Lexington Downtown  
Hosts Business Link April 30th



Net90 Provides Unique Networking  
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UK/UofL Executive MBA  
Scholarship Apps Due April 15



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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.



## Agenda Taking Shape for Leadership Visit to Raleigh, N.C., May 8-10

Commerce Lexington Inc. is pleased to announce that the **2019 Leadership Visit presented by Central Bank & Trust Co.** will take us to **Raleigh, North Carolina, from May 8 - 10, 2019.** As North Carolina's capital city, Raleigh (Wake County) is consistently rated as one of the best places in the nation to raise a family, get a great education, access first-rate healthcare, enjoy the great outdoors, and much more. Thirteen communities call Wake County home, each with its own distinct character.

Wake County is experiencing massive growth, with its population increasing at a rate of about 67 people per day. Approximately 50% of the population over the age of 25 holds a bachelor's degree or higher, which helps companies like Red Hat, MetLife, SAS, Ipreo, Credit Suisse, Citrix, Quintiles and Biogen find the talent they need to thrive in the region.

Raleigh's talent pool helps set it apart as one of the top three labor markets in the U.S., thanks to a

plethora of educational opportunities, including three tier-one research universities: North Carolina State, Duke, and the University of North Carolina. Making our first trip to The City of Oaks since 2002, we are excited to see how Raleigh has been transformed through its innovative companies, highly-skilled workforce, and private-public partnerships.

During the trip, the delegation will take a look at how Raleigh is dealing with its rapid population growth, how its education system has sustained its success for many years, and its strategies for attracting and retaining talent within its region.

### TO REGISTER:

Registration is available now for the Leadership Visit to Raleigh, North Carolina. For registration options and more information, visit [www.commercelexington.com/raleigh-2019.html](http://www.commercelexington.com/raleigh-2019.html).

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## CLARK Material Handling Announces Third Expansion of Headquarters

In early March, CLARK Material Handling Company announced its expansion of the Lexington headquarters and manufacturing operation investing over \$4.6 million and creating 40 new positions. At the press conference, attendees heard from Dennis Lawrence, President and CEO of CLARK Material Handling Company; Mayor Linda Gorton of the City of Lexington; Secretary Terry Gill of the Kentucky Cabinet for Economic Development; and Bob Quick, President and CEO of Commerce Lexington Inc.

This expansion is the third in four years at CLARK's North American corporate headquarters in Lexington. Company leaders expect the investment to triple production at the campus. In conjunction with this expansion, CLARK will begin re-shoring to Lexington production of its mainstay internal combustion products, the "S-Series," with volume production expected this summer.

"CLARK Material Handling Company has been iconic in Lexington's community for over 45 years and continues to grow its manufacturing operation and global headquarters," Quick said. "Our team has enjoyed a strong partnership with CLARK over the years, and we are excited to work with them as they continue to grow."



LEFT TO RIGHT: Ky. Economic Development Cabinet Secretary Terry Gill, CLARK President & CEO Dennis Lawrence, Lexington Mayor Linda Gorton, and Commerce Lexington Inc. President & CEO Bob Quick.

## Bullard Celebrates Opening of Research & Development Center in Lexington



LEFT TO RIGHT: Commerce Lexington Inc. President & CEO Bob Quick, Lexington Mayor Linda Gorton, Wells Bullard, CEO, and Peter Lugo, President & COO, at Bullard's new research and development center.

In late February, Bullard, a global leader in manufacturing personal protective equipment, opened a research and development facility in Lexington, where Marketing and Product Development teams will collaborate to develop the next generation of Bullard products and services to protect customers. The new center will include Bullard's new product development, marketing and global shared resources departments. Mayor Linda Gorton and Commerce Lexington Inc. President and CEO Bob Quick joined Bullard company officials, Wells Bullard, CEO, and Peter Lugo, President & COO, in the ceremonial grand opening of the Bullard Center.

"We are proud to welcome Bullard, an innovative and well-established business, to Lexington," said Bob Quick, President & CEO of Commerce Lexington Inc. "With the opening of the new Bullard Center, this global leader in safety will have access to Lexington's educated workforce and dynamic quality of life. We're happy you chose Lexington."



## Top 3 Sectors By TOTAL JOB CREATION in 2018

- #1 Manufacturing
- #2 Distribution
- #3 High-Tech

## STAT: Lexington Among Top Metros in 2018 for New & Expanded Facilities

The past few editions of the Stat of the Month have celebrated the successes of Lexington's entrepreneurs and the city's outstanding ecosystem. While 2018 was an incredible year for local innovators, it was also a fruitful year for Commerce Lexington's business expansion and recruitment efforts, two other essential elements required for economic development. Commerce Lexington's Economic Development team is always working hard to attract new businesses to the region and help existing businesses expand. Whether it's a small business adding a handful of jobs or a large enterprise relocating their headquarters, the economic development team labors tirelessly to meet companies' needs, solve their problems, and assist clients in creating quality jobs.

In March, Lexington was recognized as the #8 Metro for New and Expanding Facilities with Population from 200,000 to 1 Million by Site Selection Magazine. Additionally, Site Selection Magazine also ranked Kentucky as the #2 Top State by Projects Per Capita. These rankings testify to the allure Lexington has on businesses and of the advantages they receive once located in the city.

### MORE INFORMATION:

To view this full post and many others from the **Locate in Lexington News Blog**, scan the QR code below with your mobile device.

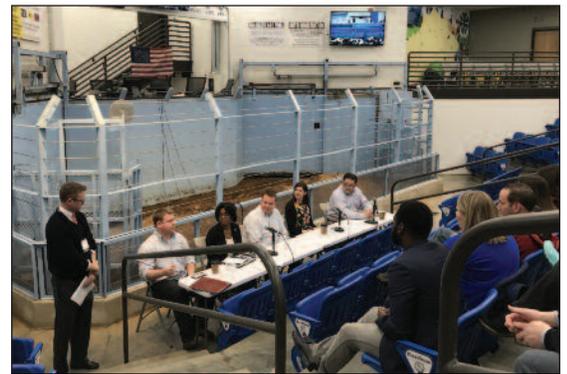


## SPARK Event Features Women Investors

On March 8th, SPARK, in collaboration with the UK Von Allmen Center for Entrepreneurship and Lexington's Bluegrass Angels investor group, hosted an open coffee focusing on women investors and entrepreneurs. Our lead speaker Marianne Hudson is the Executive Director of the American Capital Association (ACA). ACA is the North America professional association for active accredited investors. She led the conversation and panel of Lexington-based female angel investors. Our panelists included JoEllen Hayden, Jennifer Dossett, and Cynthia Vines of the Bluegrass Angels. Learn more about upcoming events by visiting [www.sparklex.org](http://www.sparklex.org).

## Leadership Lex. Economic Development Day

The Commerce Lexington Inc. Economic Development team participated in Leadership Lexington's Economic Development Day in March. Our team organized a panel of new and existing companies to discuss why they chose Lexington or decided to expand here. The panel discussed the advantages and challenges of being in Lexington. Then, the class participated in an economic development simulation exercise that put the attendees in a company or community role to experience site selection first-hand. The interactive simulation engaged the class in the process a company and community go through when choosing a location. The class enjoyed the activity and learned about what we do daily.



*Leadership Lexington class participated in Economic Development Day at the new Blue Grass Stockyards.*

## By The Numbers:

In 2019, Commerce Lexington's Economic Development Division has responded to calls from:

- New Business:** 17 new prospects interested in finding a new location or expanding.
- Existing Clients & Local Entrepreneurial Companies:** 4 companies with potential expansions.
- Client Visits:** 6
- Existing Business Visits:** 34



## Kentucky General Assembly: 2019 Regular Session Comes to An End

During the final days of the 2019 General Assembly, state legislators passed several bills important to the business community. Those included legislation to: address tax fixes for non-profits and changes to the way banks are taxed (HB 354), allow arbitration in employment agreements (SB 7), and modernizations to energy polices for solar generators (SB 100). Other Commerce Lexington supported issues, such as increases in investments in transportation infrastructure projects (HB 517), legalization of sports betting in Kentucky (HB 175), and unemployment insurance reform (HB 317), are unlikely to pass this session.

Legislation grabbing recent attention related to medical marijuana, tax credits for private school scholarships, changes to the make-up of the KTRS board, and changes to local land development policies for economic development purposes, are also unlikely to move forward. Commerce Lexington did not take a position on these issues in this session.

With more than \$40 billion in unfunded liabilities, the state's financially troubled public employee pension system continues to be a critical issue for Kentucky's competitiveness. It is unlikely that any legislation with major changes to the Kentucky Teachers Retirement System (KTRS) will pass during the Regular Session. However, the state's regional post secondary universities may get some relief from the pension issue. HB 358 deals with public employee pension issues for the regional post-secondary institutions and other quasi-governmental enti-



ties. The bill allows for these entities to voluntarily cease participation in the system over time and provide different plans for new hires. It has advanced in the process but the Senate and House leaders continue to meet to work out differences.

**Arbitration & Employment Agreements:** SB 7, sponsored by Senate President Robert Stivers (R-Manchester), clarifies state law to ensure private employers may include arbitration, mediation or other forms of alternative dispute resolution as a condition of employment contracts. This has been common practice for many employers. However, a recent Supreme

Court decision nullified this ability, creating uncertainty for businesses. The bill provides clarity in the statutes. If the bill had not passed, Kentucky would've been the only state in the nation that did not allow employers this ability.

**Tax Reform:** HB 354, sponsored by House A&R Chairman, Steven Rudy (R-Paducah), addresses tax fixes to correct some of the unintended consequences from last year's tax reform bill. A Conference Committee worked out a compromise proposal between the House and Senate and was delivered to Governor Matt Bevin. The bill exempts non-profit organizations from collecting sales tax for ticket admission and on items sold (i.e. silent auction). It also addresses an income tax gap by giving a tax credit to low-income Kentuckians, removes the bank franchise tax (13 percent rate) and puts banks under the five percent corporate income tax, and clarifies taxation of services when minimal revenue is collected.

**Energy Policy:** Legislation to modernize Kentucky's "net metering" law for private solar generators was delivered to Governor Bevin. SB 100, sponsored by Senator Brandon Smith (R-Hazard), allows the Kentucky Public Service Commission (PSC) to undertake the complex rate setting process and determine the fair value of excess energy generated by new solar generators in the future. The bill also grandfathers all existing solar customers under the current net metering law for a minimum 25 years. Commerce Lexington Inc. supports SB 100 in order to ensure affordable energy rates for all customers.

At the time of print, the General Assembly was in a recess period, while Governor Bevin considers vetoes to more than 150 bills and resolutions delivered to his desk. At this point, nearly 20 bills of the more than 800 filed have become law, including public school safety reforms (SB 1) - the priority issue for both the House and Senate. Lawmakers then returned on March 28 for the final legislative day in the 2019 30-Day Regular Session.

### MORE INFORMATION:

For more information about legislation that Commerce Lexington Inc. has been tracking, contact Andi Johnson, Chief Policy Officer & Director of Regional Engagement, at (859) 226-1614 or [ajohnson@commercelexington.com](mailto:ajohnson@commercelexington.com).



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## Commerce Lexington Mobile App Keeps You Connected While On The Go

Mobile technology is here to stay, and Commerce Lexington Inc. (CLX) has embraced this method of communication not only to add visibility for its members, but to also provide an easy way to keep up with current CLX events, community events, local news, programs, and your favorite businesses while you're on the go! Commerce Lexington Inc.'s CLX2Go mobile app is available FREE for download in the iTunes App Store and Google Play.



Lexington, you can now attract more customers by offering mobile coupons, "near me" deals, and special offers to both CLX members and anyone in the Greater Lexington area who downloads this free mobile app.

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TUESDAY, MAY 14, 2019 | 3:30 - 5:30 P.M. | COMMERCE LEXINGTON INC. (330 E. MAIN ST. - FIRST FLOOR CONFERENCE ROOM)

## @330 Series Presents Simple Hacks to Help Rescue a Sluggish Computer

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Not much beats the excitement and satisfaction of getting a new computer. As you zip through your daily work, surf the web, and stream your favorite TV shows and movies, you are able to accomplish tasks with ease. Fast forward to one or two years later, and all of a sudden even the most basic requests for your computer like booting up or opening your email are painstakingly slow, which causes frustration and ultimately keeps you from getting things done in a more efficient manner.

**Tracy Hardin**, owner of Next Century Technologies, says don't throw your computer away yet, because there may still be hope. During the next Commerce Lexington Inc. **@330 Series event presented by Distillery Heights** on Tuesday, May 14, from 3:30 - 5:30 p.m. in Commerce Lexington's first floor conference room, Hardin will not only share some of her favorite tips and tricks for getting the most out of a computer (and some cool door prizes), but she will also have recommendations of what to look for the next time you go computer shopping.



TRACY HARDIN

a Bachelor's degree in Computer Science from the University of Kentucky. Her continuing education includes certifications in computer networking and design from Novell and Cisco. Her and her team take a proactive approach to cyber security and computer maintenance. They work hard to keep all their clients' IT networks running well so users can get their jobs done.

### NEW FORMAT FOR 2019:

The @330 events provide a topical presentation that is relevant to the success of entrepreneurs, business owners and business professionals. They also allow members the opportunity to discuss ideas, share best practices, and work through challenges. Starting in 2019, @330 events will feature a topical presentation from 3:30-4:30 p.m., as well as a new **Power Hour** from 4:30-5:30 p.m. During Power Hour, attendees can stay for a facilitated networking activity. This will allow for participants to make better connections and form better relationships with other business professionals in attendance, and learn valuable networking tips.

### ABOUT THE SPEAKER:

**Tracy Hardin** is a long-time trusted advisor for IT that businesses have counted on for nearly 20 years. She is the founder and President of Next Century Technologies, an IT consulting firm that focuses on building and maintaining IT for businesses of all sizes. She has

### TO REGISTER:

The @330 events are open to Commerce Lexington Inc. members at no charge. However, please register for the events by contacting Liz Bennett by phone at (859) 226-1615 or by e-mail to [lbennett@commercelexington.com](mailto:lbennett@commercelexington.com).

## {NEW 2019 EVENT}

THURSDAY, APRIL 18, 2019 | 4:00 - 6:30 P.M. | THE VENUES OF THE GRAND RESERVE (903 MANCHESTER ST.)

## Net90 Provides Unique, Fast-Paced Networking for CLX Members' Only

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

To help with your networking, Commerce Lexington Inc. has launched a new event for 2019 called Net90. This premier networking event will give members the opportunity to meet and interact with prime business contacts in a fun environment. This fast-paced, intensive event will use a rotation schedule, allowing participants to rotate around tables, give a 90-second pitch about their company to others, and make valuable business contacts in a very brief period.

Join us on **Thursday, April 18**, from 4:00 - 6:30

p.m. at **The Venues of the Grand Reserve** (903 Manchester Street) for this MEMBERS' ONLY event.

### TO REGISTER:

The cost to attend this exclusive Commerce Lexington Inc. MEMBERS' ONLY Net90 networking event is \$39 per person. Reserve your spot on-line at [www.CommerceLexington.com](http://www.CommerceLexington.com). **Hurry! Space is limited to the first 54 people who register.**

**Hurry!**  
**Only 54 Spots**  
**Available for Net90**

TUESDAY, APRIL 30, 2019 | 4:30 - 6:30 P.M. | HILTON LEXINGTON DOWNTOWN (369 WEST VINE ST.)

## Hilton Lexington Downtown Hosts Next Business Link Networking Event

The next Commerce Lexington Inc. Business Link networking event is set for **Tuesday, April 30**, from 4:30 - 6:30 p.m. at the **Hilton Lexington Downtown** (369 West Vine Street). The event will enable participants to build their client base and connect with other business professionals, browse our exhibitors, and enjoy great food and drink. Located in the heart of beautiful downtown Lexington, the Hilton Lexington Downtown is connected to Rupp Arena, and close to the University of Kentucky, Blue Grass Airport and Keeneland Race Course. Don't miss this opportunity to experience the great service and hospitality from the staff of the Hilton Lexington Downtown, and find out more about the amenities and features of this signature downtown hotel.

### TO REGISTER:

The cost to attend the Business Link event is \$5 for Commerce Lexington members, \$10 for non-members (payable at the door). Members of Lexington Forum can also attend for CLX member rate of \$5 per person. You can also pre-register for Business Links on-line at [www.CommerceLexington.com](http://www.CommerceLexington.com). If registering online, pick up your beverage ticket at the registration table. **PLEASE NOTE: NO REFUNDS WILL BE GIVEN FOR ONLINE REGISTRATIONS.**

### EXHIBIT SPACE:

Exhibit space is available at this event. Contact Liz Bennett at [lbennett@commercelexington.com](mailto:lbennett@commercelexington.com) or reserve online at [www.commercelexington.com](http://www.commercelexington.com).

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### Next Business Link Spotlights Leukemia & Lymphoma Society

The next Commerce Lexington Inc. Business Link event on **Tuesday, April 30**, from 4:30 - 6:30 p.m. at the Hilton Lexington Downtown (369 W. Vine St.) will feature the **Leukemia & Lymphoma Society** as our Nonprofit Spotlight organization. The Leukemia & Lymphoma Society is at the forefront of the fight to cure cancer. It is the largest nonprofit dedicated to creating a world without blood cancers. Since 1949, the organization has invested more than \$1.2 billion in research, pioneering many of today's most innovative approaches. Its annual Light the Night Walk funds treatments and honors those touched by cancer. Find out more at [www.lightthenight.org/kentucky-southern-indiana](http://www.lightthenight.org/kentucky-southern-indiana).



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## EMERGE Conference Crowd Enjoys Great Keynotes, Breakouts and Networking

Commerce Lexington Inc.'s sixth annual EMERGE Conference presented by Forcht Bank on March 12th brought together the next generation of Central Kentucky leaders for a day of networking, engaging keynote speakers, informative breakout sessions, and discovering ways to better connect to and impact their community. About 420 participants also enjoyed a new venue this year through the comfortable and engaging atmosphere of the University of Kentucky Gatton Student Center.

Keynote speakers included Ali Rodway, a high-energy and high-impact executive coach and leadership trainer, and Peter Kageyama,

an internationally sought-after community development consultant and grassroots engagement strategist. EMERGE also offered a variety of breakout sessions covering tracks like community engagement, as well as personal and professional development.

Thank you to everyone who attended, volunteered on the planning committee or the day of the conference, or presented in a breakout session. Your involvement has helped build EMERGE into an award-winning event. We are looking forward to even bigger and better things in the future.



Tucker Ballinger  
(Forcht Bank)



Vitale  
Buford



Michael  
Kunjoo

Dan Wu

Billie  
Dollins



Virgil  
Grant



Ali Rodway



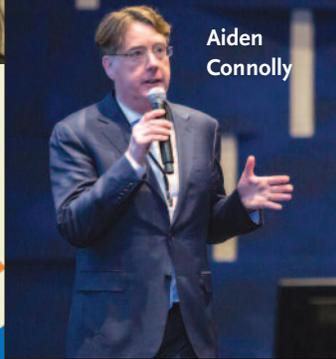
Dowell  
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**Ethan Howard**

**Brandi Peacher**



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**Sherelle Roberts Pierre**

**Adrian Wallace**

**Liz Sheehan**

*CLX Staff Photo*



WEDNESDAY, MAY 15, 2019 | 3:30 - 5:00 P.M. | COMMERCE LEXINGTON INC.'S FIRST FLOOR CONFERENCE ROOM

## Business Owners' Advisory Boards (BOAB) Now Enrolling for Spring *Small Business Owners Invited to Attend Enrollment Event Wednesday, May 15th*

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

If you're interested in the Business Owners' Advisory Board through Commerce Lexington Inc., now is your opportunity to learn more about the program and to become active in one of the groups. In this present business environment, business owners need to know that a support structure exists to help them. An "ENROLLMENT EVENT" will be held on **Wednesday, May 15**, from 3:30 - 5:00 p.m., at Commerce Lexington's first floor conference room.

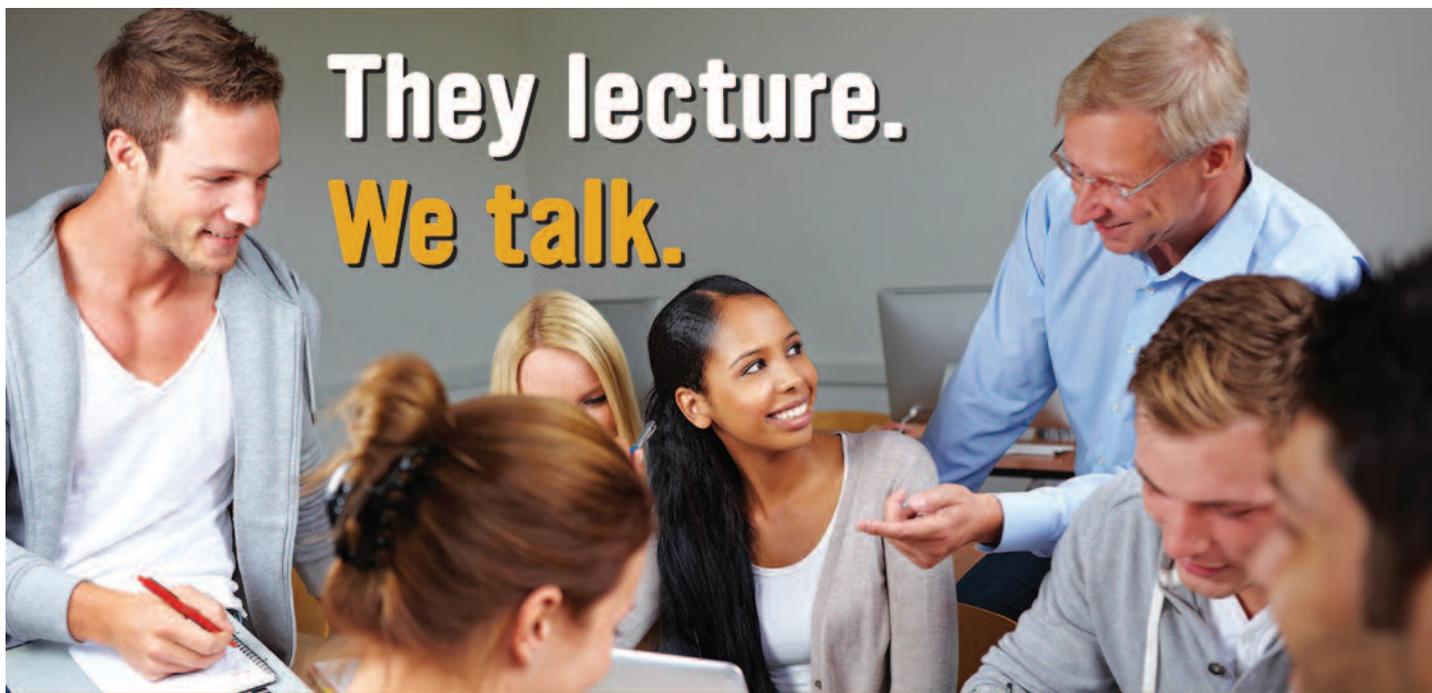
Group placements are made in May and December only. Enrollment events allow potential group members to meet existing participants and ask questions, learn more about BOAB and sign up to become part of the program. **In order to qualify for BOAB**, you must have been in business for at least 2 years, be the owner or co-owner of a business and currently generate revenue for your business. If qualifications are met, applicants will be placed in a group that best suits their schedule and business type and avoids any conflict with direct competitors.

### RSVP FOR THIS ENROLLMENT EVENT:

To RSVP, e-mail to Liz Bennett at [lbennett@CommerceLexington.com](mailto:lbennett@CommerceLexington.com) or visit [www.CommerceLexington.com](http://www.CommerceLexington.com). There is no charge to attend this Commerce Lexington Inc. MEMBERS' ONLY informational event.

### Groups Helping Small Businesses

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



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[bluegrass.edu/BetterCollege](http://bluegrass.edu/BetterCollege)

Bluegrass Community and Technical College is an equal educational and employment opportunity institution.





# Stay Connected & Interact: Commerce Lexington Inc. Social Media Guide

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



[www.instagram.com/CommerceLex](http://www.instagram.com/CommerceLex)



[www.facebook.com/groups/CommerceLexington](http://www.facebook.com/groups/CommerceLexington)  
[www.facebook.com/LocateInLex](http://www.facebook.com/LocateInLex)  
[www.facebook.com/clmbd](http://www.facebook.com/clmbd)

Commerce Lexington Inc. has more than 3,600 members on its Facebook group page. You can also follow [www.facebook.com/LocateInLex](http://www.facebook.com/LocateInLex) for news on expansions and relocations, as well as our Minority Business Development division.



[www.twitter.com/CommerceLex](http://www.twitter.com/CommerceLex)  
[www.twitter.com/LocateInLex](http://www.twitter.com/LocateInLex)

Join the more than 11,500 people who follow Commerce Lexington Inc. on Twitter for the latest news as it happens.



[www.youtube.com/commlexingtonky](http://www.youtube.com/commlexingtonky)

There are over 293 video clips and full events posted here.



[www.linkedin.com/company/commerce-lexington](http://www.linkedin.com/company/commerce-lexington)  
[www.linkedin.com/groups/3937103](http://www.linkedin.com/groups/3937103)

If you're on LinkedIn, you can join the 1,200-plus people in our LinkedIn group and post your own business-related items.



[www.commercelexington.com/clx-blog](http://www.commercelexington.com/clx-blog)  
<http://news.locateinlexington.com>

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

## ASK ABBY VAUGHN

*How can I win big in the bluegrass?*

**HI ABBY:** It's my favorite time of the year. Horseracing season in the bluegrass is upon us. Do you have any financial strategies on how to actually 'make' money at the track? It's definitely more fun than traditional investing in my book!

—BETTING BEN

**HI BEN:** Over the years I've explored many strategies for picking the ponies, from pedigree to preference in jockey silks. You name it and I've probably tried it. The only successful strategy to winning at the track is to go in understanding the risks and plan on having a good time no matter the outcome! While the opportunity to turn risk into financial reward can be appealing for some, a wise mentor once told me that invest-



ABBY VAUGHN, UNIFIED TRUST

ing should never be exciting, in fact it should be quite boring.

Now I would never consider my career to be boring because I have the amazing opportunity to help people accomplish their financial

goals. However, seeing clients achieve their goals is the exciting part; the process for getting them there should be what's boring. Longshot investments lose more often than they win and when you are coming down the final stretch, you may come up short in achieving your financial goals.

That's why we take a goals based approach to investing, focusing on providing our clients with the smoothest ride to the finish line. We believe in the importance of asset quality, a balanced diversified portfolio and managing downside risks to help you achieve your goals. Slow and steady may be boring but you know what they say....it wins the race!

—ABBY V.

Unified Trust Company, N.A. is a national bank trust company headquartered in Lexington, Kentucky. We are a fiduciary and were one of the first discretionary trustees in the country. We serve individual clients, foundations and endowments and employer sponsored retirement plans. Unified Trust was among the first globally and the first trust company in the United States, certified for fiduciary best practices by the Centre for Fiduciary Excellence. This means you can put your 'trust' in Unified Trust.

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Business Development Director  
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# CONNECT: LEADERSHIP LEXINGTON



Leadership Lexington class members at Junior Achievement (Photo by Mark Mahan, Mahan Multimedia)

RECAP BY JENNY MINIER, UNIVERSITY OF KENTUCKY PROFESSOR OF ECONOMICS

## Leadership Lexington Class Learns About Economic Development Process

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**BOOK SPONSOR:** LEX History

**BRONZE SPONSORS:**

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Lexington Clinic Foundation

Toyota Motor Manufacturing, Kentucky, Inc.

Economic Development Day began in the sales ring at Blue Grass Regional Marketplace. The Leadership Lexington class jumped into the competitive spirit of the day with a wage game, with three groups ordering 12 industries in order of average wages. The morning continued with a panel on workforce development, featuring representatives from BCTC, Lexington Mayor Linda Gorton's office, and the Kentucky Workforce Innovation Board.

A second morning panel on relocation and expansion focused on a range of decisions: a homegrown offshoot of the University of Kentucky (Mosquito-Mate) and their decision to stay in Lexington; the recent expansion of Bullard, as well as its move to Kentucky from California decades ago; and the expansion into Kentucky of Tiffany & Co. and Zelios. It was fascinating to learn about the factors that went into these decisions. The panelists also discussed the importance of hiring and retaining a diverse workforce, and some of the difficulties faced in trying to do so. After the panels, the class headed out for a tour of the Blue Grass Regional Marketplace's facility, including the cattle pens, the educational facility and its entertaining mechanically digesting cow, and the museum. For those of you who want to see an auction, Jim Akers, Chief Operating Officer of Bluegrass Stockyards, recommends Tuesday mornings at 10 as the best time.

Class members then relocated to the headquarters of Junior Achievement, where they heard a brief overview of Lexington's economy. Then, Gina Greathouse provided an introduction into the three main areas of Commerce Lexington's work in eco-

nommic development: business retention and expansion; recruiting businesses to Lexington; and entrepreneur development.

During the afternoon, the group participated in an economic development simulation. The class was split into six groups. Three cities (University City, Outlying Metro, and Airport County) competed to attract three companies (Ingenio, Plastics R Us, and Craftsman). Our class learned so much from this exercise, and the professional advisors were extremely helpful and informative about the game and the real-life economic development process.

Following the simulation, one of the economic development professionals said that our region is now in the fortunate position of being able to be picky about the businesses we try to attract. A recurring theme throughout the day was how much Lexington has to offer – a highly educated population, relatively low cost of living, high quality of life, and the advantages of our central location – and the impressive work done by Commerce Lexington and other economic development professionals showcases these advantages so well.

**2019-20 Leadership Lexington Applications Become Available Starting on April 15**  
[www.Leadership Lexington.com](http://www.LeadershipLexington.com)



SCHOLARSHIP APPLICATION DEADLINE IS APRIL 15, 2019

## Scholarship Opp. Available for 2019-20 UK/UofL Executive MBA Program

The University of Kentucky-University of Louisville Executive MBA is an exceptional program that focuses on how to successfully operate a business using innovative techniques and cutting-edge specialties, including data analytics, and emerging digital technologies, all while supporting personal and career growth, as well as leadership development. The program gives established professionals the confidence and knowledge they need to take the next step in advancing as a leader in their field. The program was recently ranked 28th in the world by CEO Magazine – a ranking that reflects the focus on excellence in areas of faculty talent, student experience, and inclusiveness in the program.

For many years, Commerce Lexington Inc. has recognized the importance of nurturing young leaders and providing leadership development opportunities to individuals in our community and region through its Leadership Lexington and Leadership Central Kentucky programs. Between the two programs, more than 1,700 people have become more knowledgeable about the region in which they live, while actively contributing to efforts to enhance the Bluegrass.

Through a partnership formed between Commerce Lexington Inc. and UK's Gatton College of Business & Economics, a scholarship in the amount of \$10,000 will be available to a Commerce Lexington Inc. member to help defray the cost of the program beginning in August 2019. The goal is to provide an opportunity for an advancing corporate leader to demonstrate their desire to improve the economic environment of Central Kentucky, while furthering their own personal development.

make the final determination. For questions about the Commerce Lexington Inc. EMBA Scholarship opportunity, contact Lynda Bebrowsky at lbebrowsky@commercelexington.com. For questions about the UK-UofL Executive MBA program in general, contact Lorna Patches (859) 257-7636.



LexArts' work is to help art be made and make its way into the world. Because of the inspired work of artists and arts organizations that are supported by the Fund for the Arts, there's world class art just about everywhere in our community. And when art is everywhere, good things happen for everyone.

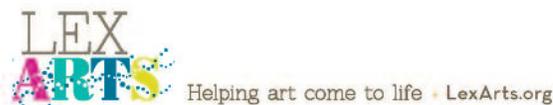
### The arts —

- make a **\$32 million economic impact**
- support over **1,200 jobs**
- generate over **\$3.2 million** in local and state revenue
- attract a **700,000+ audience** that spends **\$16 million locally**

Your generosity allows **220,000 children** to experience educational arts events, and enables us to support the artists and arts groups to do what we all believe — that when art is out there working its magic, lives are enriched and entire communities rise and shine.

Every penny of your tax deductible donation helps get art out in the world where it makes a world of difference.

**FUND FOR THE ARTS**  
Donate today at [LexArts.org/Give](http://LexArts.org/Give)



### 2019 PACESETTERS

#### PLATINUM



#### GOLD



#### SILVER



PHOTO: Rich Copley, Lexington Herald-Leader

## SCHOLARSHIP APPLICATION AVAILABLE ON-LINE:

To qualify for the scholarship, those within the Commerce Lexington Inc. membership must complete an application that includes an essay outlining how their participation in the program would benefit both themselves and Central Kentucky as a whole. Scholarship applications are available online at [www.commercelexington.com/ukul-executive-mba-scholarship.html](http://www.commercelexington.com/ukul-executive-mba-scholarship.html), with a submission deadline of **April 15th, 2019**. Additionally, the scholarship candidate must meet all the admission criteria for the UK-UofL Executive MBA program detailed at <http://execmba.biz/admissions/requirements>.

## FOR MORE INFORMATION:

Scholarship applications will be reviewed by both representatives of Commerce Lexington Inc. and the University of Kentucky's Gatton College of Business & Economics, and a recipient will be recommended to the EMBA Admissions Committee, who will then



EXCERPTS OF RECAP BY DREW PERRAUT, LANDWORKS OUTDOOR CREATIONS | FULL RECAP AT [LeadershipCentralKentucky.com](http://LeadershipCentralKentucky.com)

## Leadership Central Kentucky Class Visits Richmond, Madison County

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BOOK SPONSOR: CV Sciences

Leadership Central Kentucky's day in Madison County began at the Richmond Chamber of Commerce with a presentation by Commerce Lexington Inc.'s Chief Policy Officer, Andi Johnson, who talked about the advantages of economic development marketing as a region, rather than individual cities.

Next, the class heard from Kentucky State Trooper, Robert Purdy, who outlined new drug and alcohol trends of our youth. Then, entrepreneur Kristin Purdy talked about her success since launching her first small business, Purdy's Coffee, in 2009, and later Purdy's Embroidery in 2011.

A presentation by Madison County's Emergency Management was followed by lunch and a tour of the Kentucky Artisan Center and then a visit to Berea Col-



Leadership Central Kentucky class members at Noodle Nirvana.

lege, which makes a no-tuition promise to every student.

After hearing from Mae Suramek, founder of Noodles Nirvana, the class toured the ECU Center for the Arts with Skip Daugherty, and then closed out the day at Dreaming Creek Brewery, which opened in 2018.

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RECAP BY CAROLINE YANDELL, SAYRE SCHOOL

## Leadership Lexington Youth Students Explore Area Higher Education Opportunities

Leadership Lexington Youth class members began their Higher Education Day Session with the Prichard Committee Student Voice Team speaking to the group about implementing change in their schools and ensuring their voices are heard. After a quick

break, Sean Smith from The College Project gave some quick pointers about applying and choosing the right college. Because college is often a monetary burden, students completed a budgeting activity with representatives of UK's financial aid office.

We then had a quick tour of the new University of Kentucky Gatton Student Center before an etiquette luncheon where participants learned proper mannerisms during a job interview or meeting over a meal. University of Kentucky professor Grace Gorrill announced that LLYP would be funding a StrengthsFinder test for every student and explained how this would work. Not long after, class members hopped on a UK bus to the Lewis Honors College for a tour. The students explored classrooms, dorms, and dining areas. To end the day, several UK students answered questions about college in general or the University of Kentucky.



Lexington Lexington Youth class members participated in an etiquette luncheon during Higher Education Day. (CLX Staff Photo)

PRESENTED BY



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BRONZE SPONSORS:

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## Current & Continuing Leadership Lexington Projects Impacting Community

**EDITOR'S NOTE:** During each Leadership Lexington program, class members self-select a community project in which to participate. The community projects serve as a crucible where class members will practice and apply leadership skills in a small-group experience, work with community leaders, gain an in-depth understanding of a community organization and/or community need, and make a positive difference in the lives of others.

### DiverCity Festival

One of this year's Leadership Lexington class project groups will present the first annual **DiverCity Festival** in Lexington. This event is slated to offer an educational experience on our multi-cultural, multi-faceted city, while celebrating YOU! Scheduled for **Saturday, April 27**, from 3:00 to 10:00 p.m. at the Robert F. Stephens Courthouse Plaza, this festival will be both family-friendly and entertaining, with food, live performances and opportunities to interact with your fellow community members. Find out more information and RSVP on Facebook at [www.facebook.com/events/979806932226114](http://www.facebook.com/events/979806932226114).



### Say Yes Lex

Hundreds of Lexington youth are on the waiting lists of many mentoring programs for a consistent, positive adult in their lives. Say YES Lex is aimed to work with existing area organizations to increase our city's awareness of the need for more adult mentors serving and supporting Lexington youth. The mission is to change the lives of Lexington youth - one youth and one mentor at a time. Will you Say YES? Visit Say YES Lex on-line at [www.sayyeslex.com](http://www.sayyeslex.com), and join us at the **Say YES Lex Summit on May 14** at Southland Christian Church (Richmond Road campus) to connect with a mentoring organization. Give Time, Change Lives, Say YES Lex! **NOTE:** Say YES Lex partners come from Commerce Lexington Leadership Lexington, Fayette County Public Schools Community Partners Leadership Team (CPLT), ONE Lexington and many local mentoring organizations.



### LexGetFit

Lexington has a burger week, pizza week, taco week, and now...#LEXGETFIT Week! This new initiative encourages people in and around Lexington to spend the week of **June 1-8, 2019**, learning about and participating in healthy lifestyle activities and classes. #LEXGETFIT Week will feature an online directory at [lexgetfitweek.com](http://lexgetfitweek.com) with a variety of promotional offers from fitness providers and restaurants, as well as free health and wellness education classes that will be available throughout the community.

#LEXGETFIT

### Pipeline to Success

*"Our children are our future."*

*"The key to freedom is education."*

*"In life, our latitude is a direct reflection of our attitude."*

Although cliché, all of these quotes are true. However, when you talk to most working class adults, they don't say it was their attitude that stunted their career growth, it was their lack of exposure to opportunities. A 2018-19 Leadership Lexington class project entitled Pipeline to Success is an eight-week rotational internship designed to offer exposure to high school students in career opportunities in both trades and professional fields. Working with Fayette County Public School's Success Academy, the initiative aims to show our future generation that there are great careers available in Kentucky that may or may not require further schooling, yet still offer opportunities for growth and success.

CONTINUING PROJECT FROM 2017-18 CLASS

### LexGiveBack 2019 is April 22-28

#LexGiveBack 2019 is less than a month away! During the week of **April 22-28**, we're encouraging everyone in Lexington to do an act of compassion for someone else, helping us to make compassion a core value for our city. We're looking for individuals and organizations who are willing to volunteer during that week to make a difference in the lives of others. Visit [www.lexgiveback.org](http://www.lexgiveback.org) to learn more and to register. Also, check us out on Facebook and Instagram. Help us make Lexington an even better community by putting your compassion into action.



Read the Recap of Leadership Lexington's Economic Development Day Session on Page 14 of This Issue of Business Focus.

## 2019-20 Leadership Lexington Applications Available April 15th

Applications will be available beginning **Monday, April 15, 2019**, for the 2019-20 Leadership Lexington program. This leadership development program is sponsored by Commerce Lexington Inc. and directed toward individuals who demonstrate leadership qualities. Since 1979, this popular program has been giving participants the opportunity to better understand our city and to prepare for the challenges it faces by meeting with and learning from our leaders.

#### LEADERSHIP LEXINGTON ENABLES PARTICIPANTS TO:

- Gain exposure to current issues and developments;
- Visit local sites and facilities;
- Meet local and state leaders;
- Develop and expand network of contacts;
- Broaden their perspectives and understanding;
- Build friendships and working relationships with class members;
- Give back to the community through participation in group projects.

Residents and individuals who work in the Lexington area are eligible to apply for Leadership Lexington. Applicants must be employed by firms or organizations that are active members of Commerce Lexington Inc.

The deadline to apply for the 2019-20 program is **Wednesday, May 15, 2019**. The application can be found on-line at [www.leadershiplexington.com](http://www.leadershiplexington.com)

# WELCOME NEW MEMBERS



## NEW COMMERCE LEXINGTON INC. MEMBERS FOR THE PERIOD OF FEBRUARY 15 THROUGH MARCH 13, 2019

### **AgTech Scientific**

*Research & Development*  
Main Contact: Michael French  
333 Cleveland Drive, Paris, KY 40361  
Phone: (778) 836-8709  
www.agtechscientific.com

### **Applied Behavioral Advancements, LLC**

*Social Service Organizations*  
Main Contact: Leslie Owens  
836 Euclid Ave., Ste. 200  
Lexington, KY 40502  
Phone: (606) 677-2636  
www.aba-llc.com

### **Bluegrass Catering**

*Caterers*  
Main Contact: Shannon Guerrant  
903 Manchester Street, Ste. 110  
Lexington, KY 40508  
Phone: (859) 231-7676  
www.bluegrasscatering.com

### **Cinfab LLC**

*Sheet Metal Work*  
Main Contact: Randy Adams  
1057 Goodwin Dr., Lexington, KY 40505  
Phone: (859) 523-2698  
www.cinfab.com

### **Club Pilates**

*Pilates*  
Main Contact: Rob McCarter  
148 Malabu Drive, Ste. 170  
Lexington, KY 40502  
Phone: (859) 552-8055  
www.clubpilates.com/malabulexington

### **Crown Services, Inc.**

*Employment Services*  
Main Contact: Free Stimely  
2473 Fortune Drive #190  
Lexington, KY 40509  
Phone: (859) 223-4286  
www.crownservices.com

### **Dignity Memorial / Bluegrass Memorial Gardens**

*Cemeteries*  
Main Contact: Phil Wilburn  
4915 Harrodsburg Road  
Nicholasville, KY 40356  
Phone: (859) 223-1223  
www.dignitymemorial.com

### **Fizz Facial Bar**

*Skin Care*  
Main Contact: Crystal Booth  
111 Cynthia Dr., Nicholasville, KY 40356  
Phone: (818) 522-9932  
https://fizzfacialbar.com

### **Floor Coverings International Lexington**

*Floor Coverings*  
Main Contact: Ben Walling  
2549 Regency Road, Ste. 101  
Lexington, KY 40503  
Phone: (859) 310-6480

### **FlyWire**

*Technology Development*  
Main Contact: Jacob Isaac-Lowry  
PO Box 55048, Lexington, KY 40555  
Phone: (888) 315-7796  
www.flywirecameras.com

### **Gotec LLC**

*Manufacturers*  
Main Contact: Debbie McCown  
107 Industrial Rd.  
Williamstown, KY 41097  
Phone: (859) 824-5004  
www.gotec-gmbh.de

### **Gott Caulking, Inc.**

*Construction*  
Main Contact: Jon Gott  
125 A Trade St., Lexington, KY 40511  
Phone: (859) 226-0318  
www.gottcaulking.com

### **Grant County Oil Co., Inc.**

*Gas Stations*  
Main Contact: Jeff Dunaway  
1244 N. Main St., Williamstown, KY 41097  
Phone: (859) 823-0099  
www.gofastlanestores.com

### **Hartland Hills**

*Retirement Communities / Independent Living*  
Main Contact: Ashlee Stephens  
1005 Tanbark Rd., Lexington, KY 40515  
Phone: (859) 447-0290  
www.hartlandhills.com

### **Hudson Haus**

*Banquet Facility*  
Main Contact: Jill Bakehorn  
213 N. Limestone, Lexington, KY 40507  
Phone: (859) 231-7676

### **Interior Solutions**

*Floor Coverings*  
Main Contact: Chris Poulton  
175 Dennis Dr., Lexington, KY 40503  
Phone: (859) 277-4482  
www.kyfloors.com

### **Kelly Services**

*Employment Services*  
Main Contact: Takarra Jackson  
1001 Cherry Blossom Way  
Georgetown, KY 40324  
Phone: (502) 570-0900  
www.kellyservices.us/tmmk

### **Key Investment Solutions Inc.**

*Business Incubator*  
Main Contact: Michael Tetterton  
3197 Beaumont Centre Circle  
Lexington, KY 40513  
Phone: (859) 509-3120  
www.keyinvestusa.com

### **Leak Eliminators**

*Utility Construction*  
Main Contact: Douglas Mitchell  
330 Lisle Industrial Ave.  
Lexington, KY 40511  
Phone: (859) 388-9422  
www.leakeliminators.com

### **Lexington Surgeons**

*Physicians & Surgeons, Surgery*  
Main Contact: Hillary Fugate  
1760 Nicholasville Rd., Ste. 202  
Lexington, KY 40503  
Phone: (859) 277-5711  
www.lexingtonsurgeons.info

### **McAllen Solutions**

*IT Consulting/Technical Staffing*  
Main Contact: Gretchen Vaught  
682 Teton Trail, Frankfort, KY 40601  
Phone: (502) 223-3344  
www.mcalleninc.com

### **Metals Depot**

*Distributors*  
Main Contact: Kathie Adams  
4200 Revilo Rd., Winchester, KY 40391  
Phone: (859) 745-2650  
www.metalsdepot.com

### **Rains Painting Inc.**

*Painting Contractors*  
Main Contact: John Rains  
117 N. Broadway, 2nd Floor, Ste. 3  
Georgetown, KY 40324  
Phone: (502) 542-0640

### **Real Insurance Agency**

*Insurance*  
Main Contact: Christian Moore  
4071 Tates Creek Center Dr., Ste. 308  
Lexington, KY 40517  
Phone: (859) 203-5353  
www.getreally.com

### **Spero Health**

*Addiction Recovery & Treatment*  
Main Contact: M.E. Kobes  
177 Burt Road, Lexington, KY 40503  
Phone: (859) 687-9725  
https://sperohealth.com

### **Springs at Hamburg**

*Apartments*  
Main Contact: Katee McGrannahan  
2151 Meeting St., Lexington, KY 40509  
Phone: (859) 359-8667  
www.springsapartments.com/apartments/  
ky/lexington/springs-at-hamburg/

### **Steel Mill & Co.**

*Women's Apparel*  
Main Contact: Paige Calvert  
882 East High St., Lexington, KY 40502  
Phone: (270) 904-7970  
www.steelmillandco.com

### **Steele Dragon Brewery Tours, LLC**

*Entertainment*  
Main Contact: John Steele  
3735 Palomar Centre Dr. #150-30  
Lexington, KY 40513  
Phone: (859) 559-8171  
www.steeledragonbrewerytours.com

### **Sun Lending USA**

*Mortgages*  
Main Contact: Peter Sun  
1030 Monarch St., Ste. 330  
Lexington, KY 40513  
Phone: (859) 233-0143  
www.sunlendingusa.com

### **The Brokerage - Paul Chartier**

*Realtors*  
Main Contact: Paul Chartier  
505 Wellington Way, Suite 125  
Lexington, KY 40503  
Phone: (859) 312-0313  
www.thebrokerageky.com

### **TKT-nectir Global Staffing, LLC**

*Employment Services*  
Main Contact: Tierra Kavanaugh Wayne  
9200 Shelbyville Rd., Ste. 600  
Louisville, KY 40222  
Phone: (502) 499-9440  
www.tktnectir.com

### **Tri City Auto Mart Inc.**

*Auto Dealers-Used*  
Main Contact: Steven Speaks  
617 East New Circle Road  
Lexington, KY 40505  
Phone: (859) 294-5858  
www.mytricityauto.com

### **Trips to Cherish**

*Travel Agencies*  
Main Contact: Folami Ladipo  
2392 Woodhill Dr. (By Appointment Only)  
Lexington, KY 40588  
Phone: (859) 309-6229  
www.tripstogetherish.com

### **Weichert Realtors, ABG Properties**

*Realtors*  
Main Contact: Diana Emrich  
139 Market St., Ste. 300  
Lexington, KY 40507  
Phone: (859) 543-8253  
www.agbrealtors.com

### **Winner's Circle Painting LLC**

*Painting Contractors*  
Main Contact: Michael Harness  
121 Dewey Drive, Unit C  
Nicholasville, KY 40356  
Phone: (859) 881-4699  
www.winnerscirclepaint.com

# MEMBER PERSONNEL ANNOUNCEMENTS

Commerce Lexington Inc. members **Bates Security** and **Country Boy Brewing** were each recognized among a list of eight companies chosen as 2018's Best Bets. In conjunction with *The Lane Report*, Dean Dorton annually recognizes distinct and esteemed companies that are impacting Kentucky's economic development. The Best Bets list is based on several factors including the revenue figures for the last three years, employee investment, re-investment in the company, and other achievements.

**C-Forward** has been recognized as one of the Top 250 IT Companies in America by CRN. This marks the fifth straight year that C-Forward has made this prestigious list. CRN's 2019 recognizes North American IT solution providers that have cutting-edge approaches to managed services. The MSP Pioneer 250 have largely built their business model around providing managed services to the SMB market.

**Central Kentucky Riding for Hope**, which offers a variety of equine-assisted activities and therapies at its base in the Kentucky Horse Park, recently welcomed **Pete Hester, M.D.** (founder of the Charitable Impact Group) and **Chris Johnson** (Kentucky League of Cities) to its board of directors.

**FASTSIGNS of Lexington** recently received the Pinnacle Club Award given to centers ranked 26 to 125 in sales volume between Oct. 1, 2017 and Sept. 30, 2018. In addition, FASTSIGNS of Lexington received a Mentor Recognition Award which honors a seasoned franchisee who serves

as a mentor to a new FASTSIGNS franchisee for the first six months of operation. Owned by **Conda Marcum** and **Don Marcum**, FASTSIGNS of Lexington has been serving the area over 25 years.

**Jackson Kelly PLLC** has named **Clifton B. Clark** as its Lexington office managing member, assuming the duties and responsibilities of **Robert F. Duncan**, who has served as managing member since 2009. Clark's practice focuses primarily on corporate structuring and finance, commercial lending, mergers and acquisitions, and tax.

The staff and board of directors of **Junior Achievement of the Bluegrass** recently received the 2017-18 Peak Performance Team Award from Junior Achievement USA. The award recognizes outstanding performance by a local Junior Achievement office team during the past fiscal year. Recipients recognized with the award have achieved the highest combined level of student growth, increased market share and total revenue growth.

**Keller Williams Greater Lexington** announced the following new agents, including **Derek Blankenship**, **Traci Long**, **Adam Swiney**, and **Yvette Mays**.

**Key Assets Kentucky** recently announced the hiring of two additional members of its leadership team, including **Royce Gilpin** as quality assurance manager and **Jace Piersol** as human resources generalist.

**Lexington Catholic High School** announced the appointment of **Sandra R. Young** as the school's sixth president, succeeding Dr. Steve Angelucci. A native of Pennsylvania where she has spent time leading both Catholic and independent schools, Mrs. Young will begin her role as LCHS president on July 1st.

**Elise Hinchman** has joined **Sayre Christian Village** as director of marketing and development.

In celebration of its IPO, IMAC Holdings, Inc., parent company of the **Tony Delk IMAC Regeneration Center**, got to ring the Opening Bell at the Nasdaq MarketSite on February 20. Former professional basketball player and brand ambassador, Tony Delk, joined Jeff Ervin, CEO, and other members of the IMAC management team in New York to officially launch IMAC's journey as a publicly-traded company.

**Shrout Tate Wilson Engineers** recently welcomed **Michael Warren** as construction administrator and **Asato Tashiro** as an electrical engineer. They will serve clients in Lexington and Louisville.

## SUBMIT PERSONNEL NEWS:

Submit your company's awards, personnel changes, additions, or promotions for *Business Focus* to [mturner@CommerceLexington.com](mailto:mturner@CommerceLexington.com). Information is published in the order received @ as space permits.

**Women Leading Kentucky**  
20th ANNIVERSARY

*20th Annual Business & Leadership Conference*

*Some Leaders Are Born Women!*

**Jackie Joyner -Kersey**  
Olympic Legend & Gold Medalist

May 22, 2019  
Marriott Griffin Gate  
8:30am - 3:30pm

Morning Keynote | Breakout Sessions | Silent Auction  
Martha Layne Collins Awards Luncheon | Door Prize Drawing

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## COMMERCE LEXINGTON: UPCOMING EVENTS

### APRIL 2019:

- 1-5** Fayette County Public Schools' SPRING BREAK!
- 10** Leadership Lexington Youth Program presented by UK HealthCare: Graduation Day.
- 11** Leadership Lexington presented by Lexus of Lexington: Diversity Day Session.
- 15** Application period opens for 2019-20 Leadership Lexington program. Deadline to apply is May 15, 2019. - [SEE PAGE 17](#)
- 15** Deadline to submit UK/UofL Executive MBA Scholarship Applications. - [SEE PAGE 15](#)
- 17** Leadership Central Kentucky presented by LG&E and KU Energy at Clark County.
- 18** Net90 hosted by The Venues of The Grand Reserve (903 Manchester St.), 4:00 - 6:30 p.m. - [SEE PAGE 8](#)
- 30** Business Link sponsored and hosted by Hilton Lexington Downtown (369 W. Vine St.), 4:30 - 6:30 p.m. - [SEE PAGE 9](#)

### MAY 2019:

- 8-10** 2019 Leadership Visit presented by Central Bank & Trust Co. to Raleigh, North Carolina. - [SEE PAGE 3](#)
- 14** Leadership Lexington presented by Lexus of Lexington: Equine Day Session.
- 15** @330 Series presented by Distillery Heights, 3:30 - 5:30 p.m., at CLX's first floor conference room. - [SEE PAGE 8](#)
- 15** Deadline to apply for the 2019-20 Leadership Lexington program. Apply on-line at [www.LeadershipLexington.com](http://www.LeadershipLexington.com).
- 15** Leadership Central Kentucky presented by LG&E and KU Energy: Reflection & Graduation Day.
- 15** Business Owners Advisory Boards Enrollment Event, 3:30 - 5 p.m., at CLX's first floor conference room. - [SEE PAGE 12](#)
- 16** Leadership Lexington presented by Lexus of Lexington: Equine Day Session.
- 16** New Member Luncheon presented by Kinetic Business by Windstream, 11:30 a.m. - 1:00 p.m., at Commerce Lexington's first floor conference room.
- 27** Commerce Lexington Inc. offices closed in observance of Memorial Day.

