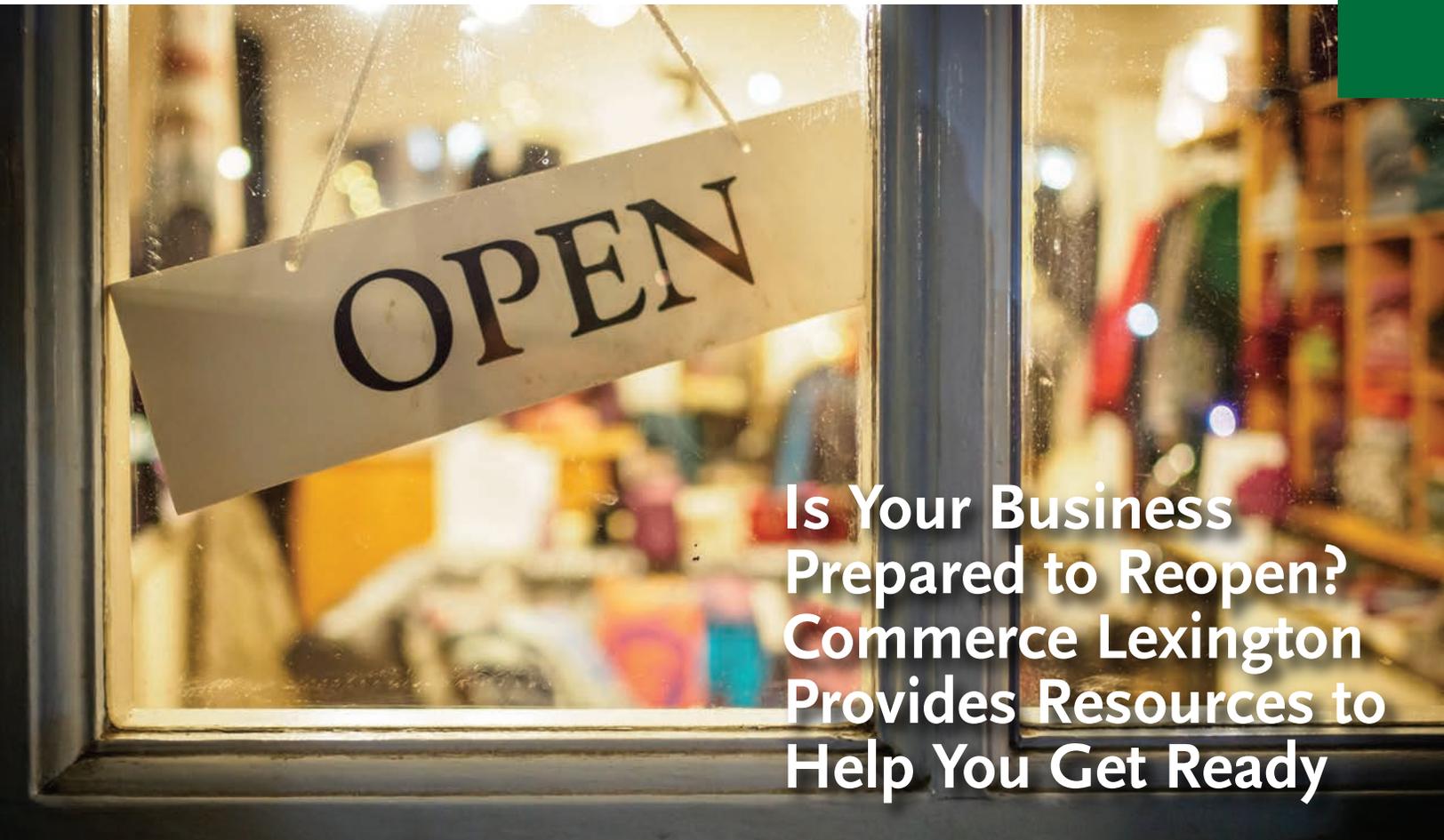


BUSINESS FOCUS

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | JUNE 2020 | VOLUME XXVIII, ISSUE VI



OPEN

**Is Your Business
Prepared to Reopen?
Commerce Lexington
Provides Resources to
Help You Get Ready**

INSIDE THIS ISSUE:

**Commerce Lexington Gets Your
Business Prepared for Reopening**

**2020-21 Leadership Central KY
Applications Due by June 15th**

**2019-20 Leadership Lexington
Youth Program Concludes**

**Commerce Lex. Recognized Among
Top Economic Development Groups**

www.CommerceLexington.com



BUSINESS FOCUS

JUNE 2020: VOLUME XXVIII, ISSUE VI

INSIDE THIS ISSUE:

4

ECONOMIC DEVELOPMENT:

CLX Among Top Economic Dev. Groups Nationally
STAT: Lexington a Hub for Life Sciences and Biotech

5

PUBLIC POLICY:

Congressman Andy Barr Updates Members on Federal Response to COVID-19 Pandemic

6-9

BUSINESS REOPENING RESOURCES:

CLX Launches Starter Guide for Businesses Reopening
Review Sample Communications & Reopening Plans
Purchase PPE Items from CLX or Member Companies
Survey to Gauge Business Reopening Concerns
Frequently Asked Reopening Questions for Business
Watch Past 4 O'Clock Focus Webinars on What's Next

9-11

CONNECT:

AMBASSADOR SPOTLIGHT: Vicki Evans, First Media Lex Leadership Central KY 2020-21 Applications Due June 15
2019-20 Leadership Lexington Youth Program Ends
Welcome New Commerce Lexington Inc. Members

NEWSBytes

Salute to Small Business Awards Application Available This Month

Applications for the 2020 Salute to Small Business Awards will be available on-line later this month. This annual awards program and the application will look a bit different this year. Be on the lookout for the release of the awards application in June.

Senators McConnell & Paul Update Members

During separate conference calls recently, Senate Majority Leader Mitch McConnell and Senator Rand Paul answered questions from members about the ongoing pandemic, while also giving updates on the federal government's response, the possibility of future as-

sistance legislation, and how dealing with the virus will shape future preparedness and response effort for the U.S.

Lynda Bebrowsky Marks 20 Years With CLEX

In May, Commerce Lexington's Executive Vice President of Membership & Engagement, Lynda Bebrowsky, marked 20 years with the organization. With great success, she has led the Membership & Engagement Division that is responsible for membership recruitment and retention, non-dues revenue development, leadership development, and programs and events. Over the years, Lynda has built Commerce Lexington's annual inter-city visit into a nationally-recognized community-building program.



LYNDA
BEBROWSKY



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Personnel Updates

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

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The incident changed her life in more than one way—she returned to school and became a nurse.

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SUBMITTED BY CLX ECONOMIC DEVELOPMENT DIVISION: GINA GREATHOUSE, CHERYL KLEVER & KATIE VANDEGRIFT

CLX Recognized Among Top Economic Development Groups Nationally

For the second time in the last three years, Commerce Lexington Inc. is among the top economic development agencies in the nation, according to *Site Selection* magazine, which recently announced its Top 20 Investment Promotion Agencies in its May 2020 issue. Organizations named to the list are presented with the Mac Conway Award for Excellence in Economic Development, which recognizes national/regional economic development offices that were the most successful in attracting capital investment projects in 2019.

Named in honor of *Site Selection* founding publisher H. McKinley "Mac" Conway, this year's award winners have been determined by an index that examines corporate facility investment projects in U.S. metro areas as tracked by Site Selection's proprietary Conway Projects database. Scores are awarded based on six criteria: total projects, total investment associated with those projects, and jobs associated with those projects.



The remaining three criteria represent a per capita calculation of those same metrics.

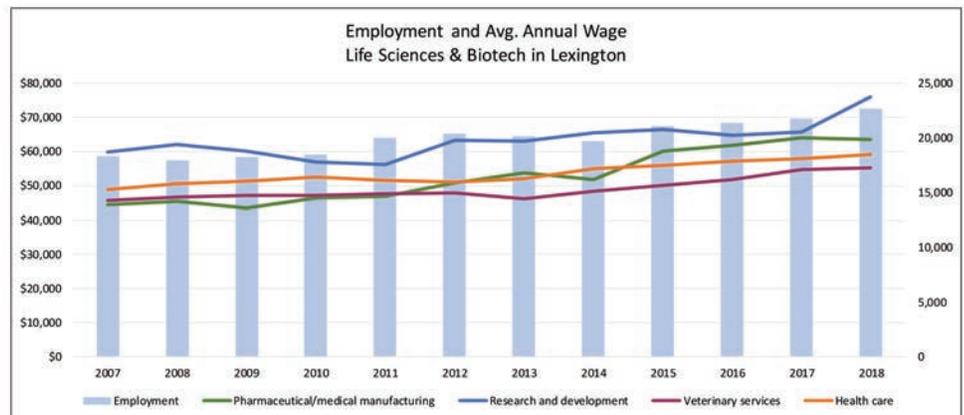
Commerce Lexington Inc. President and CEO, Bob Quick, said, "Under the leadership of Gina Greathouse and the hard work of her team, Commerce Lexington's economic development efforts have received multiple accolades from national and international sources over the years. This award also recognizes the commitment of so many people and companies throughout our region that assist our business recruitment and retention efforts. For the top metro areas across the nation, collaboration is key, and Lexington's success in economic development can be credited to a strong partnership between the City of Lexington, Commerce Lexington Inc., and the University of Kentucky."

Find out more about the awards on-line at <https://siteselection.com/press/releases/200504.html>.

STAT OF THE MONTH: Lexington a Hub for Life Sciences and Biotech

The coronavirus pandemic has exposed many things about the current, global economy. There is perhaps none more obvious than the amount of interdependence nations are experiencing in regard to their supply chains. The sharp increase in global demand for personal protective equipment (PPE), medical devices like ventilators, and drug discovery services has made sourcing many of the essential tools for confronting the pandemic incredibly difficult for areas without domestic production. As a result, many are calling for national initiatives focused on reshoring and recruiting biotech companies and more to the U.S. If the coronavirus truly spurs the widespread reshoring of medical and pharmaceutical operations, Lexington's Life Science industries are well-positioned for major growth.

Lexington has long been a hub for the Life Science and BioTech industries. Already home to over 100 biotech companies, Lexington has leveraged its culture of innovation, top-ranked research programs, and expansive network of medical centers to create an environment where any market niche of these industries can grow. In 2020, UK's College of Pharmacy ranked as the 6th Best Pharmacy Program by U.S. News and World Report. In 2019, the entire institution ranked in the top-50 for its funding received



Source: Bureau of Labor Statistics, QCEWS, Annual Averages.

from the National Institute of Health (NIH). The combination of Lexington's highly educated and research-driven workforce with the city's central location within a day's drive of over two-thirds of the U.S. population makes Lexington the ideal destination for reshoring Life Science and BioTech businesses.

For more information on Commerce Lexington's strategic targets including Life Sciences and BioTech, visit on-line at <https://locateinlexington.com/site-selection-services/strategic-targets>.

By The Numbers:

In 2020, Commerce Lexington's Economic Development Division has responded to calls from:

- New Business:** 16 new prospects interested in finding a new location or expanding.
- Client Visits to the Lexington Area:** 11
- Existing Business Visits:** 73
- Total Active Projects:** 41
- Social Media COVID Posts (Since March):** 40
- COVID Retention Assists:** 32



Congressman Barr Updates Members on Federal Response to Pandemic

Commerce Lexington Inc. was pleased to be able to provide an opportunity for members to recently hear from and interact with Congressman Andy Barr during a virtual **Public Policy Over Lunch event presented by Kentucky American Water**. Congressman Barr spoke about the ongoing COVID-19 pandemic, the federal response, the possibility of additional assistance legislation, and how dealing with the virus will shape future preparedness and response efforts for our country.



PICTURED AT RIGHT: Congressman Andy Barr during the May 11th Public Policy Over Lunch Webinar presented by Kentucky American Water.

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Variety of On-line Resources Available to Help Your Business Reopen

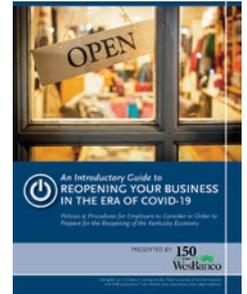
Scan to
Read Business
Reopening
Guide >>



CLX Launches Starter Guide to Reopening Your Business

As businesses and organizations of all types and sizes work through the process of reopening over the next few weeks and months, Commerce Lexington Inc. has compiled an *Introductory Guide to Reopening Your Business in the Era of COVID-19*, aimed at providing some basic policies and rec-

ommendations for all businesses to consider, as well as the minimum requirements put forth by Kentucky Governor Andy Beshear. **Presented by WesBanco Bank**, this publication also includes the reopening schedule, frequently asked questions, and recommendations to help keep your employees and customers safe.



Review Sample Communications and Business Reopening Plans

Among its on-line Return to Work resources, Commerce Lexington has posted a variety of sample communications to customers and clients, as well as sample business reopening plans for employees, to help you prepare for the day you welcome your team back to your facility and/or the public back to your store or facility. To review these best practices documents, visit www.commercelextington.com/return-to-work-resources.html.

Purchase Personal Protective Equipment Items From CLX & Other Member Businesses

Commerce Lexington Inc. has compiled a list on-line of member companies who can help supply you with personal protective equipment (PPE), safety signage and cleaning services for your facility. You can also purchase PPE items such as face masks, gloves, and hand sanitizer directly from Commerce Lexington Inc. **Scan the QR code to purchase items on-line from CLX.**



Take a Brief Survey to Gauge Business Reopening Concerns

The Commerce Lexington team is working hard to provide the right resources for your business as you navigate these challenging times. It helps us immensely to know what concerns and issues are top of mind for you and your business, so that we can relay those concerns to elected officials, connect you with the right people, and provide resources, information and virtual events that will help you as Kentucky's economy reopens. Please take a moment to complete a brief survey about your concerns and needs during the business reopening process. Access the survey on-line at www.surveymonkey.com/r/LKZMWFR.

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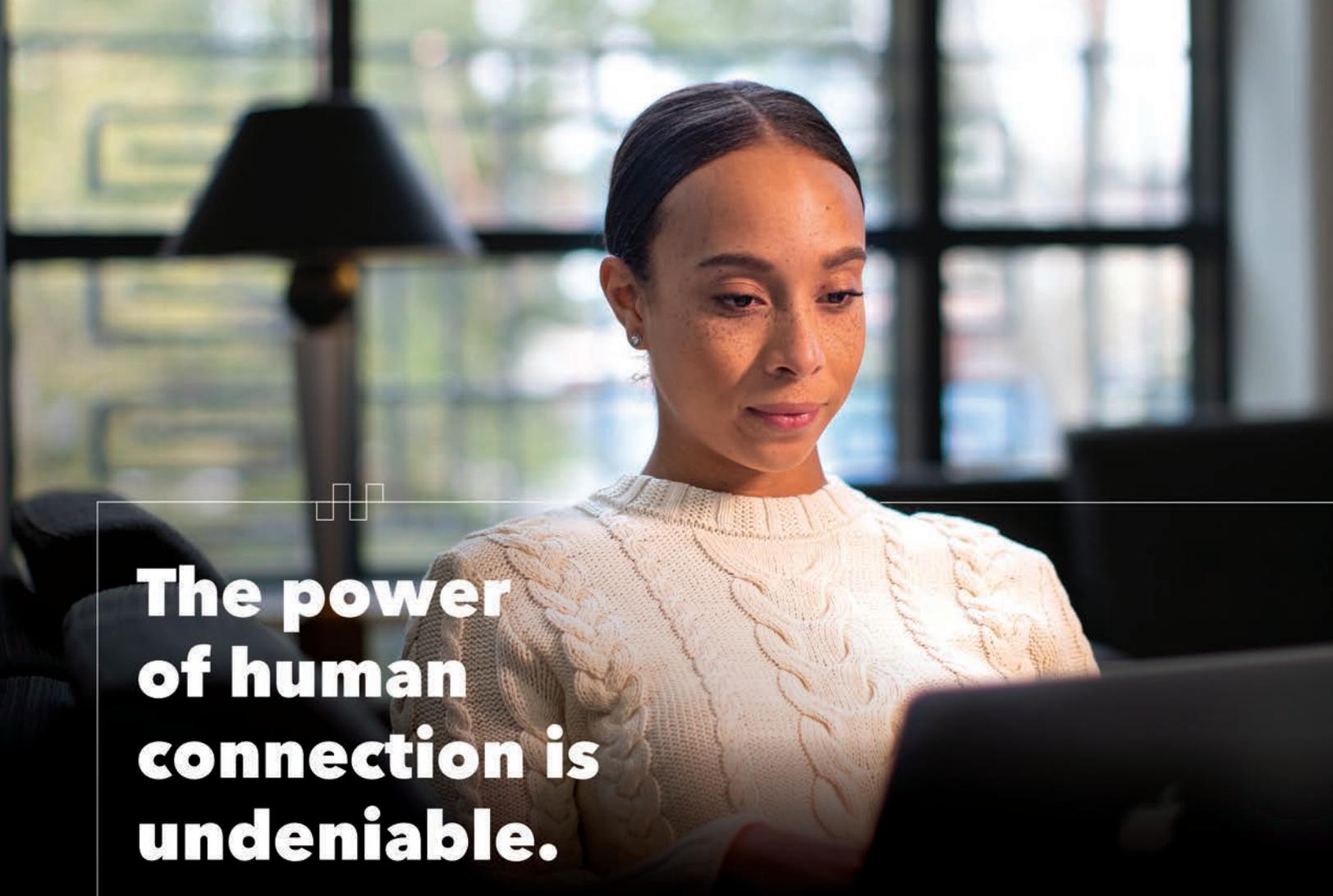
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Learn more at go.uky.edu/instructionalsystemsdesign



MORE FREQUENTLY ASKED QUESTIONS & REOPENING INFORMATION POSTED AT <http://healthyatwork.ky.gov>

Some Frequently Asked Questions for Kentucky Businesses Reopening

Q: Can I begin reopening my business today if it has been previously closed?

A: You may begin reopening only after it has been determined that your sector is safe to reopen and that you meet the minimum requirements and industry specific guidelines at <http://healthyatwork.ky.gov>.

Q: My business was never closed because it was deemed life-sustaining – do I have to change anything I am doing?

A: Yes – because of the additional contacts we all will be having now that portions of the economy are reopening, even those businesses that were previously open must adopt new safeguards to ensure there is not another spike in COVID-19. All businesses that have remained

opened because they were deemed life-sustaining must also meet the minimum requirements by May 11th, as well as any sector specific requirements that will be released.

Q: Do I have to submit a proposal to the state in order to reopen?

A: No. You are not required to submit a proposal. The Governor will be making decisions on which sectors to reopen regardless of whether or not a business or business association submits a proposal. However, he encourages the input of all our businesses and business associations through the Healthy At Work website and will rely on the proposals and information they provide in making his decisions on when to reopen and the appropriate requirements for each sector.

Q: I see that masks are required for employees; however, I believe it would be a safety hazard for my employees to wear masks because of their duties. Do they still have to wear masks?

A: All employees should generally be required to wear masks, and it is recommended that all Kentuckians wear masks when in public around individuals outside of their family unit. However, the Healthy At Work requirements do not require employees to wear masks if doing so would represent a health or safety risk to the employee. Employees also do not have to wear a mask while working alone in an enclosed space.

Q: Are there required forms for health or temperature checks?

A: No – as long as the entity ensures that individuals are receiving a health and temperature check once every 24 hours and that any sign of COVID-19 is quickly acted upon per the guidance, there are no required forms. However, it is recommended that businesses create some kind of form to document the health and temperature checks in case it is later necessary to review the information of an employee who tests positive for COVID-19.

Q: I see that all employers are required to have a designated Healthy At Work officer – is one person at a corporate level considered meeting this requirement where there are multiple facilities in Kentucky?

A: Yes, however to ensure the business's compliance with safety guidance and any other future guidance provided it is recommended that your Healthy at Work officer assign safety coordinators for each of your company's locations or sites.

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4 O'Clock Focus Webinar Series Helping Businesses With Reopening

In an effort to evolve with the new “ever-changing” business landscape, Commerce Lexington Inc. introduced a webinar entitled **4 O'Clock Focus** to assist businesses during the reopening of Kentucky's economy. The webinars featured a variety of topics, best practices and lessons learned presented by local business and community leaders from different economic sectors.

The virtual programs were moderated by **Bill Dotson** with Rocker, a technology consulting firm, and **Debbie Green**, Strategic Marketing Consultant with Bringing In The Green, LLC. The series kicked off on April 29 and to date has featured discussions on human resources with **Lyle Hanna** (Hanna Resource Group) and **Leslie Jarvis** (Forcht Group), legal guidance and compliance with Dinsmore partners **Adrienne Strong** and **Faith Whittaker**, the new face of retail and effective consumer marketing strategies with **Joshua Sowards** (Tempur + Sealy International) and **Myron Worley** (Fayette Mall), and finances and in-

vestments with Northwestern Mutual's **Peyton Tierney** and **Brandon J. Gaines**.

At press time, the schedule of webinars for June was being developed, so watch your e-mail Inbox or visit CommerceLexington.com for dates. To watch previous 4 O'Clock Focus webinars, visit www.commercelexington.com/return-to-work-resources.html, or scan the QR code with your mobile device.

Scan Here to Watch Past 4 O'Clock Focus Webinars >>



AMBASSADOR SPOTLIGHT

Vicki Evans, First Media Lex

ABOUT FIRST MEDIA LEX: After 23 years on the television side of marketing and media, Vicki made the move to print, digital and social media about a year and a half ago.



VICKI EVANS

ABOUT HER ROLE AT FIRST MEDIA LEX: As the associate vice president of multimedia, Vicki is responsible for being the 'face' of the organization and the brand's ambassador, while growing and maintaining its unique customer base. She said, "Assisting businesses to grow and be successful through creative marketing campaigns is what I take pride in and enjoy doing most on a daily basis."

ABOUT HER INVOLVEMENT WITH CLX: A native of the Lake Cumberland area, Vicki came to Lexington nearly 25 years ago for a career in marketing and advertising. She added, "I feel that being active in Commerce Lexington is vital to success in the Lexington business community. I firmly believe that maintaining and growing relationships is a tremendous part of business advancement and growth."

[Read More at CommerceLexington.com](http://CommerceLexington.com) >
[Connect > Volunteer Opportunities](#)

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Applications for 2020-21 Leadership Central Kentucky Class Due by June 15th

For many of the top metro areas across the nation, the secret to their success is due in large part to how well they work together as a region to find solutions to their most challenging issues. While county lines serve as boundaries for governments, business and economies continue to expand across those lines and impact other areas. A regional leadership development program, Leadership Central Kentucky aims to provide participants with leadership development and opportunities to build relationships, gain an understanding of issues facing the region and increase community awareness.

Applications for the 2020-21 Leadership Central Kentucky program are available on-line now at www.leadershipcentralkentucky.com, with completed applications due by **Monday, June 15, 2020**. Applicants must either work or live in any of the following eight counties: Bourbon, Clark, Fayette, Franklin, Jessamine, Madison, Scott, or Woodford. The class selection is made by the Leadership Central Kentucky Board of Directors, which seeks to put together a diverse class – professionally, geographically, ethnically and gender-wise. For more information, contact Amy Stout, Director of Leadership Development, at astout@commercelexington.com.

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Leadership Lexington Youth Program Concludes *Distinguished Leader Named*

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Although the Leadership Lexington Youth class was not able to gather for an official graduation due to the COVID-19 pandemic, participants closed out the 2019-20 program with two virtual sessions led by executive coach, speaker, and change agent, Vitale Buford, who helped the students navigate this time of uncertainty. She had spoken to the class earlier in the year during the Health and Human Services day session about perfectionism and strategies for maintaining positive mentality. Vitale pointed out to them that we are all going to come out of this pandemic experience stronger and more resilient! Students were provided with a yearbook and graduation certificate to acknowledge their graduation from the program.

The annual Leadership Lexington Youth Distinguished Leader Award winner was nominated by class members with input from the Steering Committee, and this year's recipient was **Charles Wilson** from **Tates Creek High School**. The award recognizes the class member who demonstrated strong principles and dedication to the concept of community service. The individual embodies the spirit of Leadership Lexington Youth and has a keen understanding of community issues. Wilson will receive a \$1,000 scholarship upon his graduation from high school.



CHARLES WILSON
TATES CREEK H.S.

The end of the 2019-20 program also brought to a close Commerce Lexington's 16 years as the lead organization coordinating the program. Junior Achievement of the Bluegrass has taken over the day-to-day operations of the Leadership Lexington Youth Program. Find out more on-line at <http://jalexington.org> or contact Natalie Appel at natalie@jalexington.org.

WELCOME NEW MEMBERS

NEW COMMERCE LEXINGTON INC. MEMBERS FOR THE PERIOD OF APRIL 24 THROUGH MAY 22, 2020

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Garage Doors

Main Contact: James McCarter
470 Conway Court, Suite A4
Lexington, KY 40511
Phone: (859) 900-2520
www.absolutedoor.net

Behavior Bloom Consulting

Business Consultants

Main Contact: Jordan Kerner
1444 Hartland Woods Way
Lexington, KY 40515
Phone: (260) 301-4041
www.behaviorbloomconsulting.com

Biomedical Development Corporation/BDC

Biomedical Technology

Main Contact: Phyllis Siegel
499 E. High St., Suite 401
Lexington, KY 40507
Phone: (859) 351-9275
www.biodevcorp.com

Bluegrass Distillers

Distillery

Main Contact: Sam Rock
501 West 6th, Lexington, KY 40508
Phone: (859) 217-2377
www.bluegrassdistillers.com

Bluegrass Newborn Specialists, PLC

Physicians

Main Contact: Khaldon Jundi
1408 Brianna Court
Lexington, KY 40513
Phone: (859) 272-1146

CareFirst Medical PSC

Healthcare

Main Contact: Christine Doodnauth
386 Waller Ave., Ste. 108
Lexington, KY 40504
Phone: (859) 286-9951

Central Kentucky Glass

Construction

Main Contact: Donnie Martin
1123 Versailles Rd.
Lexington, KY 40508
Phone: (859) 253-0710

CSI Group

Business Consultants/ Manufacturing Services

Main Contact: Roy Harrison
700 Allenridge Point
Lexington, KY 40510
Phone: (502) 570-5949
www.csi-ky.com

CWattsGoodForYou

Health & Wellness

Main Contact: Chrissy Watts
3538 Willowood Rd.
Lexington, KY 40517
Phone: (859) 539-0788
www.mydoterra.com/cwattsgood-foryou

DLom Group LLC

Indoor Air Quality

Main Contact: Lisa Deaton
448 Lewis Hargett Circle, Suite 280
Lexington, KY 40503
Phone: (859) 554-3354
www.dlomgroup.com

Gene Young Insurance Agency, Inc.

Insurance

Main Contact: Gene Young
101 Malabu Dr., Suite 9
Lexington, KY 40503
Phone: (859) 277-6695
www.shelterinsurance.com/CA/
agent/GENEYOUNG

Lexington Infectious Disease Consultants

Health Provider

Main Contact: Joseph Dougherty
1720 Nicholasville Road, Suite 602
Lexington, KY 40503
Phone: (859) 277-4005
www.lexidc.com

Positive Impact

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Main Contact: Cyndi Hall
509 Garden Springs Drive
Richmond, KY 40475
Phone: (859) 200-8481
http://positiveimpactky.com

Practical Performance Solutions, Inc.

Consultants

Main Contact: Brad Patrick
2257 Chamblee Lane
Lexington, KY 40513
Phone: (859) 421-6920

Pure Air Kentucky

Air & Water Purification

Main Contact: Greg Taylor
116 Keelridge Drive
Georgetown, KY 40324
Phone: (859) 309-4440
www.pureairkentucky.com

Spalding Insurance

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300c Middletown Park Place
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Phone: (502) 245-3636
www.spaldinginsurance.com

Thomson Lawn Care

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111 Buchanan Street
Lexington, KY 40508
Phone: (859) 797-9636
www.thomsonlc.com

Thrive Animal Health

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Main Contact: Patrick Lawless
1038 Nandino Blvd.
Lexington, KY 40511
Phone: (866) 721-1412
www.equithrive.com

True North Counseling and Development

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COMMERCE LEXINGTON: UPCOMING EVENTS

JUNE 2020:

15

Applications for the **2020-21 Leadership Central Kentucky** program are due by Monday, June 15. - **SEE PAGE 10**

OTHER JUNE ITEMS OF NOTE:

2020 Salute to Small Business Awards Applications will become available in June. Watch your e-mail Inbox and social media for application availability.

The schedule and topics for upcoming **4 O'Clock Focus webinars** are currently being developed. Keep an eye on your e-mail and social media for new dates. In the meantime, you can watch past webinars to help get your business ready for reopening. - **SEE PAGE 9**

The new **Emerging Leaders of the Bluegrass** initiative continues to conduct its programming virtually, including most recently a Leadership Workshop with Dr. Virgil Grant and a panel discussion on the current landscape of voting in America. To purchase an annual pass, visit www.EmergingLeadersBG.com.

3-11

SEPTEMBER 2020:

International trip features Imperial Russia in early September.

CLEX TEAM IS OPEN FOR BUSINESS:

For the safety of our staff and the public, Commerce Lexington's lobby area and meeting spaces will be closed until it is deemed safe to gather in groups once again. Although our offices are closed to the general public, CLEX remains open for business as our team continues to work on behalf of members, answer phone calls and e-mail messages, and communicate important resources during the COVID-19 pandemic. If you have questions or need assistance for your business, access our staff directory at www.CommerceLexington.com.

ON-LINE BUSINESS RESOURCES:

There are a lot of resources posted on-line to assist businesses as they work through the reopening process. Here are a few of the things you'll find at www.CommerceLexington.com:

- **Introductory Business Reopening Guide**
- **Sample customer communications & reopening plans**
- **Find personal protective equipment items to purchase**
- **Business-to-business news**
- **Small business loan assistance**
- **Unemployment insurance information**
- **Find immediate job openings**
- **AND MUCH MORE!**