

BUSINESS FOCUS



OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | JUNE 2021 | VOLUME XXIX, ISSUE VI

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2021 Salute to Small Business Awards Open Soon; Nominate Your Favorite Small Business

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 more important than ever before. Very soon, the award application period will begin and small businesses with under 150 employees will be able to apply for the Minority Business Award, Entrepreneur Award, and Business Success Award. In addition, nonprofits can apply for the Nonprofit Community Impact Award.

While the 2021 awards application has not opened as yet, those in the community are encouraged to nominate their favorite small business or nonprofit that you feel should be considered for one of the Salute to Small Business Awards by using the form on-line at

www.commercelexington.com/nominate-a-business.html. The staff at Commerce Lexington will then follow up with the business and send them all the details about the awards and the application once it becomes available.

Scan Below to Nominate a Small Business or Nonprofit for a 2021 Award:



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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.



BETH ANN HAYDON

Owner, Professional Move Manager



How did you get in the industry?

I have always worked in Customer Service and have found that I am very good with people. I was once told by a former boss, he'd never seen a better "Networker". I began my career in this industry as a Manager with an Auction Company looking to expand into the Lexington market. Through that position, I found that so many clients reached out to me to help them handle small details that are essential for making a move seamless, like packing, coordinating a mover, unpacking, decorating and staging, consigning, etc. Most of my life I have been self-employed working as a Contractor and Designer so this need and demand seemed like a great fit for me.

What do you like most?

I truly love helping people. Moving is always a "daunting task" for so many people, mainly because it's hard to know where to start. I offer a Free Consultation and meet with clients and families at their homes, estates or even storage facilities to assure them we'll make this overwhelming job into a "seamless transition". We pack, oversee the move, unpack, decorate and even help them determine what they will need at their new home. We then take it one step further and help our clients decide what items should be donated or are worth selling, and finish the job by removing all trash and coordinating shredding so the home will be completely empty after move day. I find that we do really well with seniors and families. Seniors make up a quarter of our business and we have moved some families 3 or 4 times, to me, there is no greater compliment.



What are the biggest challenges for your business?

BMC has been around for about 6 years and last year, prior to COVID, we took a risk and added a sister company known as Bluegrass Estate Sale. This additional service allowed us to branch out and started selling our clients "items of value." This led to leasing a space off the corner of Winchester/Liberty Rd. In the "Liberty Road Design District". Like most businesses, we were shut down due to COVID for a bit, but since we have re-opened the doors we haven't looked back. Our moving concierge business definitely goes through cycles working around things like winter months, holidays, vacation, etc., but we have been fortunate enough that even with COVID we were constantly busy helping clients transition and selling their items online.



What is "concierge moving" and how is it different from others?

Moving concierge is actually the same thing as a Move Manager. Think of it like concierge at a hotel, whatever you need, we can take care of it. Other moving companies do not pay attention to the details we do or offer the same types of services. The first time I meet a client I pay attention to the chair they sit in, the lamp they turn on, which side of the bed they sleep on. All small details that make a huge difference transitioning to a new home or a retirement community. For example, family members may not want to take a table and I'll say, "Well Mr. Ted has been eating off that table for 40 years and I'm sure we can find a place to put it!" Also other mover's may unpack, but they place the dishes on counters or tables, and leave open boxes. While it is indeed unpacking, it's not nesting. Our goal on Move Day is to have their bed made, bathroom all set up and coffee pot ready with their favorite cup nearby.

How does this tie into the Estate Sale portion of your business?

I once had a sweet client "Mr. Lou" who we moved to Senior Living from a good sized house FULL of valuable pieces. Through our process he looked at me and said, "What am I going to do with all

this "stuff" my wife has purchased?" My brain started spinning I said we'll take care of everything. If we can't sell at our shop, we outsource items and the client doesn't have to worry about anything. When I mention to new clients we can also sell "Items of Value" on my consultations they light up. My goal is to pay for their moving expenses by selling their items that no longer fit or match their tastes. We move their items to our Estate Sale venue off-site, which is a plus because there are so many neighborhoods that do not allow Sales or they are very private and they do not want anyone in their home. No worries, we solve this by moving to our space. The biggest regret I have is we didn't start SELLING sooner.

What services do you offer?

Bluegrass Moving Concierge offers free consultations, interior design, floor planning, packing/unpacking, securing a mover (provide a bid), charity packing, oversee move day, settling in services, donations/shredding, travel, cleaning services, storage and trash removal. Our sister company, Bluegrass Estate Sale, takes care of selling your "items of value" by offering services such as: inventory, photography, pricing, pickup/delivery, and selling both in-store and online through estatesales.net and Ebay. We even have an Ebay Specialist on staff!

How is BMC a better option than traditional moving companies?

I have a team of a dozen ladies and they are smart, aggressive and can multi-task, need I say more! In all seriousness what truly sets us apart is the concierge portion of our business, taking the stress out of some really stressful situations for individuals and families.

What tips do you have for families getting ready to move?

Start immediately going through personal possessions, (i.e. documents, family photos, books, children's artwork from 35 years ago), trust me NOBODY wants it! Donate, Donate, Donate! When we arrive, we pack items they need and our goal is to only touch items once. I would also advise them to make a schedule and set a goal to do one task a day (i.e. clean hall closet, clean out filing cabinet, sort through coffee cups), you'd be surprised at how much better you will feel accomplishing small tasks every day and then bring in the professionals and trust me, you will not be disappointed!

SCHEDULE AN APPOINTMENT

(859) 948-6124

or visit www.bluegrassmc.com

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

Commerce Lex. Among Top Economic Development Groups Nationally

For the third time in the last four years, Commerce Lexington Inc. is among the top economic development agencies in the nation, according to *Site Selection* magazine's May 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 attracting capital investment projects in 2020.

Named in honor of *Site Selection* founding publisher H. McKinley "Mac" Conway, this year's award winners have been evaluated by an index that examines 2020 corporate facility investment 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.

"There's no doubt that 2020 was one of the most difficult years on record for business and industry, but despite the barriers, Kentucky economic development professionals adapted quickly to a new way of recruiting companies. Gina Greathouse and her economic development team at Commerce Lexington, as well as many volunteers across our



community, continued to reach out to companies and consultants locally and nationally to provide assistance and resources to better position them for growth and expansion. It took a strong team effort over the last year to maintain some of the momentum from the previous few years," said Bob Quick, Commerce Lexington president and CEO.



Investment Promotion Agencies Work Toward Economic Recovery

Throughout 2020, the Commerce Lexington Economic Development team engaged in numerous virtual events to find out how regions around the world are dealing with pandemic recovery in a wide variety of ways. In May, our team attended a webinar to learn from three investment promotion professionals discuss how they have been working to mitigate and overcome these unprecedented challenges. They shared what they see in their locations, what approaches to economic support and investment promotion have worked for them over this past year, and what changes they foresee as they move forward into the recovery phase. We continue to observe global trends to determine what strategies fit Lexington's business community.

Manufacturers' Network Group to Meet In-Person

In the past, Commerce Lexington organized and hosted quarterly networking events specific to the Bluegrass region's target industries, including Biotech, Headquarters, Call Centers, Manufacturers, and Tech Leaders. The collaboration aims to unite various employers within each sector for an opportunity to share best practices, industry standards, opportunities, and challenges.

Since the pandemic, in-person events have ceased to exist. We are excited to announce that our team is in process of organizing our first post-COVID Manufacturers' Networking Group in-person event, slated for mid-August. We aim to provide an atmosphere in which manufacturers can come together and share

stories about their unique implementations, challenges and opportunities.

Our economic development team serves as a liaison and resource between Lexington-Fayette Urban County Government and the Lexington business community. It is a priority for our team to better understand the unique needs of the business community, so we can best assist companies to grow their local workforce and to provide guidance and resources for growth and expansion. If you or someone you know is interested in attending this event, contact Cheryl Klever at cklever@commercelexington.com. Watch for more details soon!

Commerce Lexington Inc. Helps Create Awareness on Background Checks for Employers

On May 26th, Commerce Lexington hosted a webinar entitled, "You Don't Know What You Don't Know, Background Checks," in partnership with the Administrative Office of the Courts (AOC) to help employers in the Bluegrass Region better understand and decide upon various options available to request background checks for their employees.

During the session, participants learned about the benefits of using AOC's "pre-paid" and "pay-as-you-go" FastCheck services, how to register, testimonials from clients and more. To access a link to the recorded webinar, please visit www.commercelexington.com or check out the Commerce Lexington YouTube Channel at www.youtube.com/complexingtonky.

COVID UPDATE: Commerce Lex. Assists LFUCG Mobile Vaccine Unit Initiatives

In response to a growing concern that employees are unable to secure vaccine appointments due to schedule conflicts, and to provide an opportunity for employees to conveniently receive a vaccine, Commerce Lexington has partnered with the Lexington-Fayette Urban County Government to seek employers interested in securing a mobile vaccine unit to administer the Covid-19 vaccine on-site to its employees. If you or someone you know is interested to learn more about the Mobile Vaccine Unit, please contact Gina Greathouse at ggreathouse@commercelexington.com.

BY THE NUMBERS:

For 2021 year-to-date, Commerce Lexington's Economic Development Division has responded to calls from:

New Business: 17 new prospects interested in finding a new location or expanding in the Lexington area.

Client Visits to the Lexington Area: 1

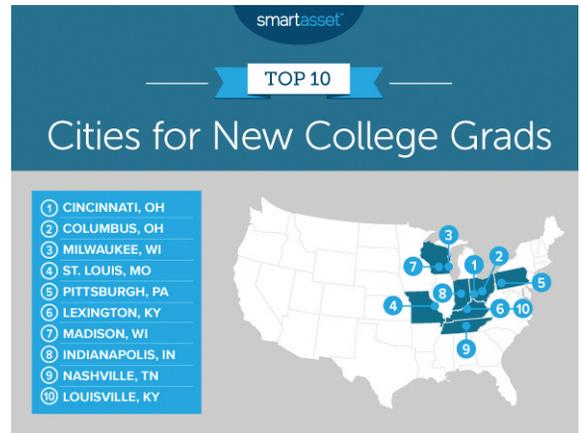
Existing Business Visits: 33

Existing Business Attempts: 127 **Active Projects:** 37

STAT: Lexington Again Ranked Among the Best Cities for New College Grads

SmartAsset recently released its annual Best Cities for New College Graduates report, and Lexington broke the top ten for the third year in a row. The study analyzes data between jobs, affordability, and fun to determine the rankings of the largest cities

across America. Lexington has ranked in the top ten for five of the seven years this study has been conducted. Lexington's low unemployment rate, affordable cost of living, and entertainment scene make it an ideal place for graduates to start their careers. Read more about this report on-line at <https://smartasset.com/financial-advisor/best-cities-for-new-college-grads-2021-edition>.



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LFUCG's Small Business Economic Recovery Program Available Now *Commerce Lexington to Manage Applications Through Access Loan Program*

Following the success of last year's local economic stimulus grants for small business, Lexington recently approved a second round of funding.

"Small businesses in Lexington and across the country have been hit hard by fallout from the pandemic," Mayor Linda Gorton said. "The more support we provide, the faster our economy will rebound." The grant program in 2020 resulted in nearly \$2.4 million in funding for local small businesses and nonprofits, with about 67% going to businesses owned by women and/or minorities.

Commerce Lexington Inc. will once again manage the Small Business Economic Recovery Program through its existing Access Loan small business financing program. **The program opened on Tuesday, May 18, and will close on July 16, 2021 or once the funds are exhausted.**

Through the program, eligible small businesses will be able to apply for up to \$25,000 based on sustaining or increasing employment and/or payroll within one year following the grant award. The main difference in this year's



Economic Recovery Program is that small businesses will have benchmarks to meet for additional employment and/or payroll. Companies that do not meet those benchmarks will be required to pay back the grant based on a sliding scale related to their performance.

Businesses must meet the following criteria to apply for grant assistance:

- Be located in Lexington/Fayette County.
- Have a current business license filed with the City.
- Have been in operation since January 1, 2021.
- Restricted to sole proprietors, limited liabilities, corporations, not-for-profits or non-profits.
- Maximum of 50 full-time equivalent employees (max of 100 for restaurants).
- All business taxes, payroll taxes and other payments to the City & the Commonwealth of Kentucky must be current.
- Show ability to retain or exceed current employment and/or payroll levels.

Commerce Lexington Inc. President and CEO Bob Quick, said, "I would like to especially thank Councilmember Preston Worley for taking the lead on this issue, as well as the members of the Urban County Council for providing multiple rounds of grant funding for small businesses. Our team is excited to assist in the application process and help hard-hit small businesses in our community."

To find out more about the city's Small Business Economic Recovery Program's eligibility requirements, the documentation necessary to apply, and to access the application on-line, visit www.commercelexington.com/recovery.html. For questions about the application process, contact Tyrone Tyra at either (859) 226-1625 or (859) 226-1631, or e-mail to ttyra@commercelexington.com.

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Former Lexington Chamber President, Foster Ockerman Sr., Dies at Age 100

The Commerce Lexington Inc. family was saddened to hear of the recent passing of one of its former board leaders. Foster Ockerman Sr., a prominent attorney who was elected three times to the Kentucky House of Representatives (1954, 1956 and 1958) and served in other roles in state government, died recently at 100 years old.

Ockerman Sr. served on the boards of Lexington United, the Lexington Economic Development Commission, the Greater Lexington Chamber of Commerce, University of Kentucky Board of Trustees, the Lexington-Fayette Airport Board, Kentucky United Methodist Church, and many others. He served as president (a role that today is known as chair of the board) of the chamber of commerce in 1981 - the 100th anniversary year in the organization's history.

In a special Lexington Herald-Leader supplement on January 17, 1982, Ockerman Sr. said, "The opportunity to serve our community during the 100th anniversary year of the Greater Lexington Chamber of Commerce has been a very rewarding experience. In a year of change in our community, in the economy, in the government and, indeed, in the chamber, I have been continually impressed with the inherent strength of Lexington and Lexingtonians. Because of that strength and our willingness to pull together, Lexington routinely seems to turn problem situations for other communities into opportunities for continued growth and prosperity."

He went on to say, "The close cooperation of Mayor Amato and the Urban County Council, the Lexington Economic Development



FOSTER
OCKERMAN SR.

Commission and the Chamber of Commerce also have laid a planning base for the coming years. Working closely and openly, government officials and the private sector have guided a series of five economic development strategies which will identify new vistas of appropriate growth for our community and will set guidelines for the protection of the unique character of Lexington and the Blue Grass."

"It is my belief that our efforts of 1981 will be looked back on as having helped strengthen the foundation of our community," he concluded.

Among his other positions, Ockerman Sr. was commissioner of motor transportation for Kentucky Governor Bert T. Combs' administration, ran Governor Edward T. Breathitt's campaign for governor, and later served as Gov. Breathitt's executive secretary and legislative liaison. A veteran in the U.S. Navy, Ockerman Sr. served in World War II with John F. Kennedy during his first tour in the Pacific.

Commerce Lexington Inc. President and CEO, Bob Quick, said, "Foster Ockerman Sr. was genuinely a nice man who always believed in making Fayette County the very best that it could be. Whenever our organization hosted luncheons for our past board chairs to get together, Mr. Ockerman was there and eager to share his thoughts, ideas, and historical perspective on Lexington. He will be greatly missed by the Commerce Lexington family and our community. We would like to offer our sincere condolences to his family and friends during this difficult time."

Humana Partnership Helps Small Businesses Reduce Health Insurance Costs

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

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

Examples of Eligible Businesses Include:

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

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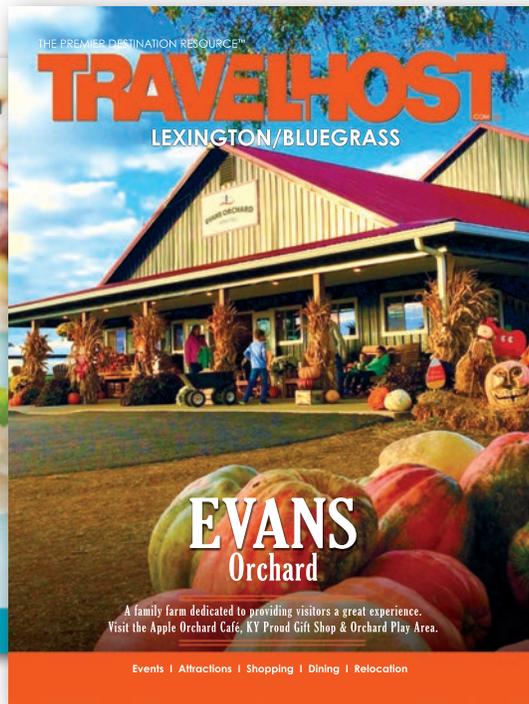
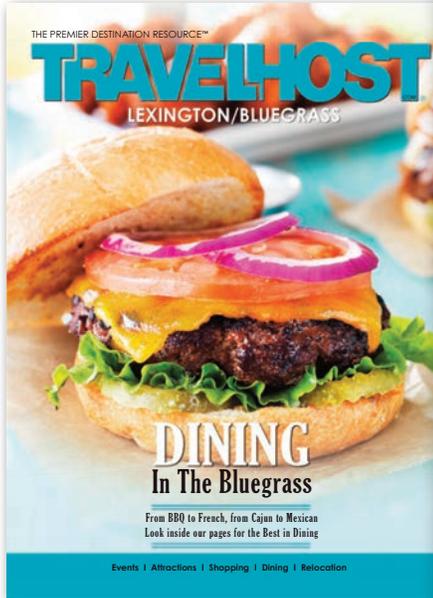
Health Solutions

In addition to the already great savings, Humana also offers a multiline group discount for all chamber association group sizes and employers having 2 to 99 enrolled employees who purchase Humana medical, dental and vision benefits. When a Kentucky Chamber Association group purchases Humana medical, dental and vision plans, they'll receive a 4%* discount on their medical plan. So, now you can care for your employees and your bottom line.

"For many businesses, the cost of healthcare often hinders their ability to recruit a quality workforce and further invest in the business," said Commerce Lexington Inc. President and CEO Bob Quick. "Through our ongoing partnership with Humana and other regional chambers of commerce, we have been able to offer discounted health insurance rates for several years. It's another important way that we are providing support that directly benefits businesses and their employees."

CONTACT:

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



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Although the pandemic put a hold on last year's Leadership Visit, the Commerce Lexington visit to Austin, Texas, will be ready for lift-off **November 15-17, 2021**. If you thought about going with us last May but couldn't, now you have another chance to register for this premier networking and community-building event. **Commerce Lexington would like to send a heartfelt THANK YOU to our many sponsors, who have stuck with us despite the trip's multiple date changes.**

Known as the "Live Music Capital of the World," Austin's ability to 'Keep it Weird' has created a culture of innovation and creativity that is prevalent across the region. Like Lexington, Austin boasts an educated workforce, a thriving economy and favorable business climate, excellent schools, scenic landscapes, a top-notch research university, and an overall excellent quality of life. While the equine industry, Bourbon, and an attractive food scene have given Lexington an international flavor all its own, Austin's international presence continues to grow thanks to events like

SXSW and Austin City Limits.

The Austin region has developed a diverse entrepreneurial ecosystem that is home to startups, growing companies, and tech industry giants like Dell, Advanced Micro Devices, Intel, 3M, IBM, Samsung, and more. While in Austin, we'll take a closer look at the area's innovation ecosystem, the effectiveness of its regional economic development plan, talent retention and attraction, efforts to identify and engage more emerging leaders, and initiatives that are addressing the disparity and inequity wealth gap between communities.

HOW TO REGISTER:

For our accommodations, the group will be staying at the Four Seasons Hotel Austin, which sits on the banks of Lady Bird Lake just steps from the city's central business and entertainment districts. To register, visit on-line at www.commercelexington.com/austin-2021.html.

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Congressman Andy Barr to Speak at Next Policy Over Lunch Event

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Join Commerce Lexington Inc. for the next **Public Policy Over Lunch Series presented by Kentucky American Water on Thursday, July 8**, at Central Bank Center from noon to 1:00 p.m. The featured speaker is U.S. Congressman Andy Barr. Rep. Barr will provide an update on what's happening in the U.S. Congress this summer and other key issues including the latest on COVID-19 relief funding, federal infrastructure investments, and more.

Rep. Barr was recently named the Ranking Member of the House Financial Services Subcommittee on National Security, International Development and Monetary Policy. This subcommittee is responsible for oversight over the Federal Reserve System, as well as domestic and



CONGRESSMAN ANDY BARR

international fiscal policy. Congressman Barr served as Chairman of this subcommittee during the 115th Congress.

HOW TO REGISTER:

This Policy Over Lunch on July 8th will provide both an in-person and virtual option. The cost to attend in person is \$49 per person for Commerce Lexington members, \$59 for non-members, and will include lunch and networking.

The cost to attend virtually via Zoom is \$29 per person. To register for either option, visit www.CommerceLexington.com. Those who register for the virtual option will receive a Zoom link prior to the July 8th event.

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Emerging Leaders of the Bluegrass Continues Effective Programming

At last year's EMERGE Conference, Commerce Lexington Inc. launched the Emerging Leaders of the Bluegrass (ELBG) program presented by Keeneland. ELBG is designed for professionals striving to improve themselves and become more involved in our community. As its mission states, ELBG aims to expand the capacity of emerging leaders to perform in leadership roles within Central Kentucky. Events are monthly and focused around community education or professional development.

Emerging Leaders of the Bluegrass kicked off a new program year on April 27 with an exclusive event for Annual Passholders at Keeneland. The emerging leaders came together to experience the breathtaking scenes at Keeneland during morning workouts on the track. After opportunities to hear the history of Keeneland, learn how to place a winning bet, and tips to handicap the Derby from a Keeneland BETologist, the morning concluded as the group gathered for a presentation in Keeneland's world-renowned Sales Pavilion to celebrate all that was accomplished in 2020 and discuss ideas for the program in the coming year.

In May, Emerging Leaders joined a cross section of young professionals from LFUCG's City Council for **Policy and Pints hosted by BaseHere at Base249**. Passholders had the opportunity to interact and connect with city leadership, learning more about their backgrounds and issues of focus. Conversations revolved around a variety of topics and issues with the goal of encouraging and growing community engagement, specifically local government.



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An annual pass gives you access to all Emerging Leaders of the Bluegrass events. For more information about the program or purchasing annual passes, as well as a full list of upcoming events, visit www.emergingleadersbg.com.

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Clark County Day Session Provides Lesson in History, a Look to the Future

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By Kelly Easton, Visually Impaired Preschool Services

Clark County was the destination for the session of Leadership Central Kentucky in April, and participants were thrilled to meet in person for the first time in 2021. The day started with a visit to East Kentucky Power to learn more about the Cooperative Solar Farm One with Nick Comer, External Affairs Manager. Stretching across 60 acres, the solar farm contains

32,300 solar panels and is able to produce enough electricity for 1,000 homes.

Our next stop was George Rogers Clark High School, where we heard from Clark County Superintendent Paul Christy and Head Football Coach Joe Chirico. They shared how the district has grown and improved over the years to go from a district classified as “In Need of Improvement” to being in the top six percent of schools in the Commonwealth with multiple academic programs, a state of the art technology center, and athletic facilities that would rival those found on a college campus. Bruce Manley, Associate Dean for Regional Campuses BCTC, spoke on how the strong support from the community not only benefits the public school system, but also the BCTC Winchester-Clark County campus. We finished up by enjoying a cold Ale-8-One while Chris Doyle, Ale-8-One Marketing Director, shared a video of the company’s rich history.

Lunch was provided by Wildcat Willy’s Distillery, where we heard from owner Laura Freeman. The founder of Laura’s Lean Beef and owner of Mt. Folly Farms and Laura’s Mercantile, Freeman shared her passion for climate change, health, and the local economy. After lunch, a tour of Blackfish Bison Ranch gave participants a chance to see buffalo up close and personal, at least as up close as we wanted to be after learning that these huge animals can jump up to six feet! Rancher Brandeon Hampton told his story of how he came to be a buffalo rancher, and his plans to make the ranch a local attraction that will draw visitors from all over the state and beyond.

The day wrapped up with a drink at Abetter Brewery, where owner Tyler Montgomery shared how he went from publishing a magazine about craft brewing to becoming a craft beer entrepreneur. Open since April 2019, the brewery survived the challenges of the pandemic and continues to be a favorite destination for Clark County residents.



Local Businesses.

Each August, **TOPS Magazine** shines the spotlight on locally-owned businesses. The **Faces & Places That Make Lexington Great** special section reminds everyone to support local by shopping, dining and working with central Kentucky businesses.

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Class Members Get Overview of Lexington's Economy, Future of Job Creation

Recap by Brittany Scordo, Office of the Fayette Commonwealth's Attorney

As a public sector social worker transplant from Western Kentucky, I haven't spent much time ruminating on the nuances of the Lexington economy. Economic Development Day gave me and my colleagues from the Leadership Lexington class an opportunity to do just that. We heard from local leaders about what they are looking for when they are recruiting talent, current trends in agriculture, and what the future of job development looks like for our area.

University of Kentucky's Professor of Economics, Dr. Jenny Minier, started the day by giving us a crash course in Economics to give us some foundational knowledge for the rest of the day. Moderated by Dinsmore's Tony Bonner, our workforce development panel included leaders from Fusioncorp (Michael Baer), Clark Material Handling Company (Dennis Lawrence), Toyota (Kim Menke), and Bullard (Wells Bullard). Since so much of the household and child-care burden has fallen on women during the pandemic, I was personally encouraged to see representation from a fellow working mom, Wells Bullard, President and CEO of the international man-

ufacturing company, Bullard. It was also encouraging to hear from each of these leaders that a formal college education is not necessarily a requirement when they are hiring - more important are skills and strengths of the individual, and those can be developed through other experiences. This feels important now that many talented people do not have access to a higher education that has become expensive.

Even on a virtual platform, the class was able to participate in an interactive Salary Prediction Game, during which we learned about the top earning sectors in Lexington from the Commerce Lexington Economic Development team. Moderated by Will Snell, Co-director of the Kentucky Agricultural Leadership Program at UK, an agriculture panel discussion with John Mahan (Sodworks) and Jim Akers (Blue Grass Stockyards Regional Marketplace) drew out an interesting discussion about how technology has increased food access and sustainability, but the evolution of farming has made it difficult for smaller farming operations to flourish. The path forward will be continuing to engage and train young people in each of these industries—agriculture, manufacturing, technology—to strengthen our diverse workforce and economy.

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Applications for 2021-22 Leadership Central Kentucky Class Due by June 14

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.

A mandatory Orientation kicks off the program in August and thereafter, the third Wednesday September through May, class members travel to one county per month with a focus on community and regional topics such as transportation, education, economic development, quality of life, public advocacy, and agri-tourism. These topics are covered by knowledgeable speakers and panels, tours, interactive exercises and class discussions.

BENEFITS OF THE PROGRAM:

- Broaden perspectives and understanding of the Bluegrass Region.
- Meet local, regional and state leaders.
- Develop and expand network of contacts.
- Visit county sites and facilities.
- Gain exposure to both current county and regional issues and developments.
- Build friendships and working relationships with class members.



Applications for the 2021-22 Leadership Central Kentucky program are available on-line now at www.leadershipcentralkentucky.com, with completed applications due by **Monday, June 14, 2021**. 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. For more information, contact Amy Stout, Director of Leadership Development, at astout@commercelexington.com.

WELCOME NEW MEMBERS



NEW COMMERCE LEXINGTON INC. MEMBERS FOR THE PERIOD OF APRIL 19 THROUGH MAY 18, 2021

Accelecom

Telecommunications

Main Contact: David Flessas
1700 Eastpoint Parkway, Suite 230
Louisville, KY 40223
Phone: (502) 586-7600
<https://accelecom.net>

Arts Connect Inc.

Non-Profit Organizations

Main Contact: Kate Savage
P.O. Box 1691
Lexington, KY 40588
Phone: (859) 321-1341
www.artsconnectlex.org

Bardstown Bourbon Company *Distillery*

Main Contact: Milinda Brown
1500 Parkway Dr.
Bardstown, KY 40004
Phone: (502) 203-4707
www.bardstownbourbon.com

BenchMark Physical Therapy *Physical Therapists*

Main Contact: Ryne Williams
2160 Sir Barton Way, Suite 146
Lexington, KY 40509
Phone: (859) 300-0440
<https://benchmark.urpt.com/locations/lexington-hamburg/>

Big Echo Creative

Advertising Agencies

Main Contact: Emily Conley
401 West Main Street, Suite 311
Lexington, KY 40507
Phone: (502) 460-0607
www.bigechocreative.com

Bluegrass Kitchens

Remodeling - Home / Business

Main Contact: Christopher Derin
Walters

353 Southland Drive
Lexington, KY 40503
Phone: (859) 797-4412
www.bluegrasskitchens.com

C2 Strategic Communications *Communications*

Main Contact: Brenna Angel
911 Blankenbaker Parkway
Louisville, KY 40243
Phone: (502) 417-7928
www.c2strategic.com

Croley, Foley & Cessna *Attorneys*

Main Contact: Paul Croley
201 W. Short Street, Suite 820
Lexington, KY 40507
Phone: (859) 367-0050
www.kylegal.com

D-BAT Lexington

Sports Complex

Main Contact: Alan Hisle
1403 Mercer Road
Lexington, KY 40511
Phone: (859) 681-3228
<http://dbatlexington.com>

Go Big Blue Junk Removal

Junk Removal

Main Contact: Tyler Jackson
1000 John C Watts Dr.
Nicholasville, KY 40356
Phone: (859) 297-5865
<https://gobigbluejunk.com/>

Ironwood Transport, LLC

Trucking Motor Freight

Main Contact: TJ Nichols
861 College Hill Road
Waco, KY 40385
Phone: 859-287-4209
www.kytruckinglogistics.com

Junkluggers of Lexington & Cincinnati *Junk Removal*

Main Contact: Cooper Van Tatenhove
828 East High Street #285
Lexington, KY 40502
Phone: (859) 351-7773

L.C. Jenkins Real Estate *Real Estate*

Main Contact: Larry Jenkins
1461 Sugar Maple Lane
Lexington, KY 40511
Phone: (859) 246-1123

Lifeline Christian Mission | Lexington

Non-Profit Organizations

Main Contact: Candy Williams
2514 Regency Road, Suite 105
Lexington, KY 40503
Phone: (859) 208-1342
<http://lifeline.org>

Shelia Bayes Fine Jewelers

Jewelers & Jewelry Design

Main Contact: Teresa Kinder
161 Lexington Green Circle, Ste. AO
Lexington, KY 40503
Phone: (859) 225-4043
www.sheliabayes.com

Sokari & Company, LLC

Administrative Support

Main Contact: Opa Johnson
3070 Lakecrest Circle, Suite 400,
PMB 112, Lexington, KY 40513
Phone: (229) 343-3889

Spectrum Contracting Services

Contractors

Main Contact: Don Tucker
108 Windhaven Drive, Suite B
Nicholasville, KY 40356
Phone: (859) 447-0470
www.spectrumcontract.com

STI Manufacturing

Manufacturers

Main Contact: Benny Northcutt
P.O. Box 755
Cynthiana, KY 41031
Phone: (859) 234-8900

Taylor County Public Library *Libraries*

Main Contact: Cherita Barlow
1316 E. Broadway St.
Campbellsville, KY 42718
Phone: (270) 465-2562
www.tcplibrary.org

The Lafayette

*Retirement Communities /
Independent Living*

Main Contact: Jennifer Ambbs
690 Mason Headley Road
Lexington, KY 40504
Phone: (859) 278-9080
www.fivestarseniorliving.com/communities/ky/lexington/the-lafayette

Trinity Christian Academy

Schools-Private

Main Contact: Sarah Taylor
3900 Rapid Run Drive
Lexington, KY 40515
Phone: (859) 271-0079
www.trinitylex.org

Wild Health

Healthcare

Main Contact: Nathaniel Murray
535 Wellington Way, Suite 330
Lexington, KY 40503
Phone: (859) 340-8914
www.wildhealth.com

JUNE 8 & JULY 7 | 10:00 - 11:15 A.M. | VIA ZOOM

Member Mixer Helps You Make Valuable Connections, Learn About CLX

Making connections during a pandemic is challenging to say the least. We know our members miss the networking that comes with our in-person events. Commerce Lexington Inc.'s **Member Mixer events presented by Melia Realty Group** provide an opportunity for participants to network virtually, introduce themselves and their businesses, and ask questions.

Commerce Lexington Inc. staff will update participants on upcoming member opportunities and ways to get the most from their membership. Up-

coming Member Mixers are scheduled for **June 8th and July 7th**, from 10:00 - 11:15 a.m.

TO REGISTER:

There is no cost to participate in this MEMBERS' ONLY event. Reserve your spot at www.CommerceLexington.com. After registering, attendees will receive log-in information in the event registration confirmation. **Space is limited, so register soon.**

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PERSONNEL ANNOUNCEMENTS

Alltech co-founder and director of corporate image and design, Mrs. **Deirdre Lyons** recently received an Honorary Doctor of Humane Letters from the University of Kentucky for her humanitarian efforts and ardent support of the arts and education.

Christopher Andress has joined **Central Bank & Trust Co.** as vice president, senior trust officer. Chris brings with him over 20 years of portfolio management experience.

Gail K. Wright was recently named a new **Community Trust Bank** Advisory Board member in the Mt. Sterling Market. Ms. Wright was the Executive Director of the Gateway Area Development District where she worked for 30 years, prior to her retirement.

Dickinson Wright PLLC announced that *Chambers & Partners*, publisher of the world's leading guides to the legal profession, has ranked attorney **Brian Johnson** in the 2021 *Chambers USA Guide*. London-based publisher Chambers & Partners conducts research into the strengths and reputations of U.S. law firms by state, through in-depth interviews with peers and competing firm attorneys, in-house counsel and significant purchasers of legal services.

Carrie Boling, a former educator and seasoned fundraising executive, has been named as the executive director of **The Fayette Education Foundation**.

Keeneland announced that internationally respected bloodstock adviser and consignor **Tony Lacy** will join the company as vice president of sales. Officials also announced that longtime director of sales operations, **Geoffrey**

Russell, will retire from his full-time position after 25 years with Keeneland, but will remain in a consulting role through 2021.

Kentucky American Water has appointed **Kent Mullins** operations supervisor for the company's Central and Southern divisions. He will supervise the company's meter reading operations, handle inventory control and oversee business performance in Bourbon, Clark, Fayette, Harrison, Jackson, Jessamine, Nicholas, Scott, Rockcastle and Woodford counties.

The American Bar Association (ABA) Health Law Section recently ranked **Stites & Harbison, PLLC** in sixth place in its Eighth Annual Regional Law Firm Recognition List for the South Region for 2020. The firm improved its ranking by one spot over the previous year's listing, now having been honored seven consecutive times to the Top 10 list. The regional listing is based on the numbers of members in the ABA Health Law Section in 2020.

Chambers USA selected 22 **Stites & Harbison, PLLC** attorneys in Kentucky and Tennessee for inclusion in their 2021 guide. The Chambers USA guide ranks the top law firms and leading attorneys in the United States. The list is developed based on client and peer interviews discussing the skills of individual attorneys. Lexington office attorney **William T. Gorton III** was honored for Environment, Natural Resources & Utilities: Environment.

Dana Howard, Member and Co-chair of the Diversity, Equity & Inclusion Committee at **Stoll Keenon Odgen** was recently a panelist for Centreforce's Driving Diversity in Law &

Leadership virtual summit. Howard spoke on a panel for the *From Recruitment to Retention: The Role of Sponsorship & Mentorship* presentation.

Traditional Bank recently promoted **Jordan Parker** to vice president for client relationships. As part of the bank's business development team, Parker specializes in building relationships with new and existing customers. Additionally, **Sondra Hackworth** was promoted to director of human resources for Traditional Bank, responsible for managing departmental staff and provide insights to the executive team related to benefits, compensation and people management.

TrinSoft, LLC announced it has again achieved a Microsoft Gold Enterprise Resource Planning Competency, which displays TrinSoft's ability to meet Microsoft customers' evolving needs in today's compelling business environment. To earn competencies with Microsoft, a partner must demonstrate expertise through performance requirements, passed exams, and proof of successful implementations and customer satisfaction through customer references.

Wiser Strategies has hired **Savannah Sullivan** to serve as the firm's Marketing and PR Coordinator and COVID-19 Communications Specialist.

SUBMIT PERSONNEL NEWS:

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

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COMMERCE LEXINGTON: UPCOMING EVENTS

JUNE 2021:

- 8** Member Mixer presented by Melia Realty Group, 10:00 - 11:15 a.m. via Zoom. - SEE PAGE 14
- 10** Leadership Lexington program presented by McBrayer PLLC: Graduation Day.
- 14** Deadline to submit applications for 2021-22 Leadership Central Kentucky program. - SEE PAGE 13

JULY 2021:

- 7** Member Mixer presented by Melia Realty Group, 10:00 - 11:15 a.m. via Zoom. - SEE PAGE 14
- 8** Public Policy Over Lunch presented by Kentucky American Water features Congressman Andy Barr, Noon - 1:00 p.m., at Central Bank Center. - SEE PAGE 10

AUGUST 2021:

- 12-13** Leadership Lexington 2021-22 Orientation Retreat presented by McBrayer PLLC at Boone Tavern.
- 26-27** Kentucky Regional Tour presented by Community Trust Bank takes us to the Ashland area.

NOVEMBER 2021:

- 15-17** Leadership Visit to Austin, Texas presented by Central Bank & Trust Co. - SEE PAGE 10

CLEX IS OPEN FOR BUSINESS:

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 and the reopening process. If you have questions or need assistance for your business, access our staff directory at www.CommerceLexington.com or call our offices at (859) 254-4447.