Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | FEBRUARY 2019 | VOLUME XXVII, ISSUE II

EMERGE IS COMING
Register Now!

NEW LOCATION
www.EmergeLexington.com

INSIDE THIS ISSUE:

Feb. 20th Policy Luncheon Features Lexington Mayor Linda Gorton

Winner's Circle Concludes With Second-Highest Production Total

Emerging Leadership Scholarship Apps Available for Leadership Visit

www.CommerceLexington.com

Commerce Lexington
The Greater Lexington Chamber of Commerce, Inc.

BUSINESS FOCUS

February 2019: Volume XXVII, Issue II

INSIDE THIS ISSUE

4-5 **ECONOMIC DEVELOPMENT:**
CLX Economic Development 2018 Year in Review
2018 New & Expanding Companies List
STAT: Lexington Leads Kentucky in Innovation Index

6 **PUBLIC POLICY:**
Central Kentucky Policy Group Serves as Regional Voice

7-15 **EVENTS:**
Next Policy Luncheon Features Mayor Linda Gorton
Spring Opportunity Exchange Set for March 5th
Registration is Open for 2019 EMERGE Conference
@330 Presents Strategies to Scale a Small Business
Blue Grass Airport Hosts Business Link on Feb. 7th
Register Now for 2019 Leadership Visit to Raleigh
Forcht Bank Presents EMERGE Conference March 12th

16-19 **CONNECT:**
Leadership Development Program Session Recaps
AMBASSADOR SPOTLIGHT: Ben Coates, Traditional Bank
2019 CLX Ambassador Committee Announced
Welcome New Commerce Lexington Inc. Members
Member Personnel Announcements & Awards

WHAT 2 WATCH 4

Kentucky American Water

Feb. 20th Policy Luncheon Features Lexington Mayor Linda Gorton

Forcht Bank — Happier Banking

2019 EMERGE Conference is Tuesday, March 12th

Central Bank

Register Now for Leadership Visit to Raleigh, May 8-10, 2019

Republic Bank — It's just easier here.

Republic Bank Hosts March 5th Opportunity Exchange

Commerce Lexington — The Greater Lexington Chamber of Commerce, Inc.

Association of Chamber of Commerce Executives — 2016 Chamber of the Year

Business Focus is published once a month for a total of 12 issues per year by Commerce Lexington Inc., 330 East Main Street, Suite 100, Lexington, KY 40507. Phone: (859) 226-1600.

2019 Chair of the Board:
Jeff Koonce, *Market President*
WesBanco Bank

Publisher:
Robert L. Quick, CCE, *President & CEO*
Commerce Lexington Inc.

Editor: Mark E. Turner
Communications Specialist: Elizabeth Bennett
Printing: Post Printing
Mail Service: SouthEast Printing & Mailing Service, LLC (2610 Palumbo Drive)

Subscriptions are available for $12 and are included as a direct benefit of Commerce Lexington Inc. membership. Business Focus (USPS 012-337) periodical postage paid at Lexington, Kentucky.

POSTMASTER: Send address corrections to Business Focus, Commerce Lexington Inc., P.O. Box 1968, Lexington, KY 40588-1968.

Display Rates

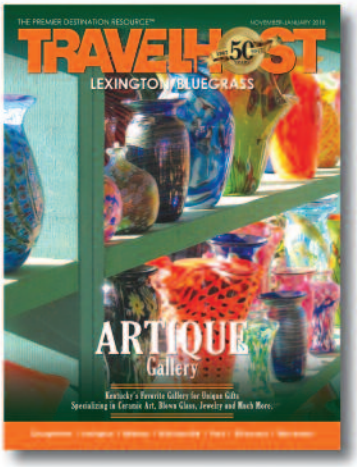
For DISPLAY RATES in Business Focus, contact Dana Zinger at (859) 226-1607 or dzinger@CommerceLexington.com, and an account executive will contact you.

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.

TRAVELHOST®

OF THE BLUEGRASS



Welcoming 1,000's of Visitors to the Bluegrass Daily

(859) 351-6728

Read the current edition now at:

www.travelhost.com/bluegrass

A Collaborative Effort of the Bluegrass Business Development Partnership (BBDP)

Commerce Lexington Economic Development | Lexington | America's SBDC Kentucky | Office of Technology Commercialization

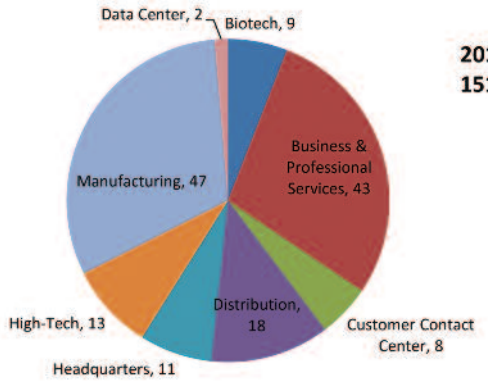
Submitted By CLX Economic Development Division: Gina Greathouse, Hannah Crumrine, Kimberly Rossetti & Ryan Kaffenberger

Commerce Lexington Inc. Economic Development: 2018 Year in Review

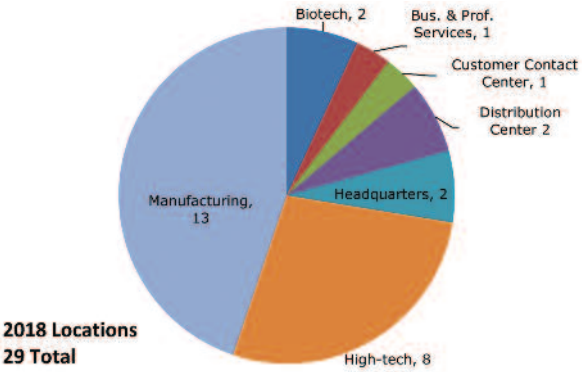
Throughout 2018, the Commerce Lexington economic development team saw increased activity and worked with great companies. Here is a breakdown of our goals and results from 2018, as well as a breakdown of the types of leads we received and the types of leads that ultimately located in Lexington.

ECONOMIC DEVELOPMENT 2018	GOAL	ACTUAL
PROSPECTS (New, Existing, Start-ups)	150	151
EXISTING BUSINESS VISITS	160	160
SITE VISITS	25	28
PROSPECT LOCATIONS	25	29
CONSULTANT VISITS	200	154
DIRECT JOBS CREATED	1,000	1,838
AVERAGE WAGE	$45,000	$40,000
CAPITAL INVESTMENT	$100,000,000	$255,193,311

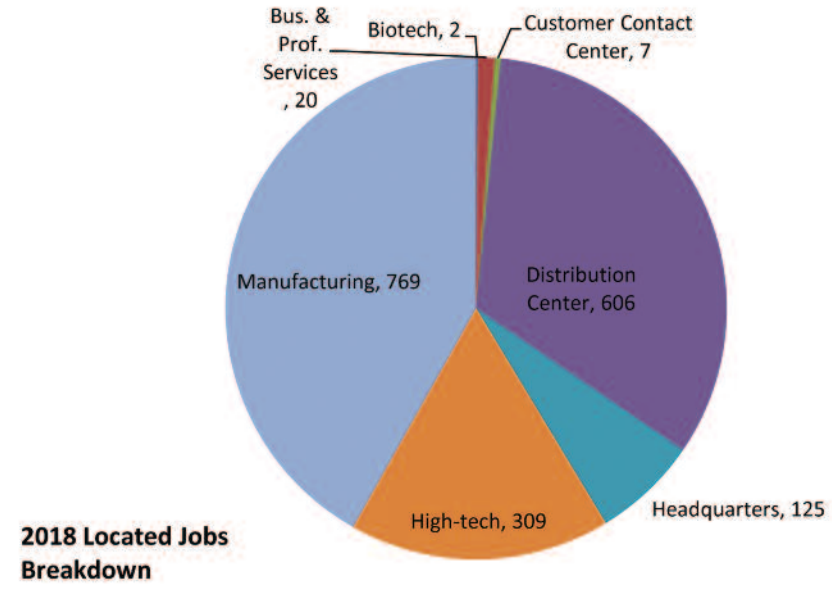
Project Leads (2018)



Locations (2018)



Located Jobs (2018)



STAT: Lexington Leads Kentucky in StatsAmerica's Innovation Index

Lexington has received national rankings demonstrating the city's excellence in entrepreneurship, including Top 10 Best Cities for Entrepreneurs by the Penny Hoarder (2018) and #8 City with the Lowest Startup Costs by Smart Asset (2017). Now, according to the StatsAmerica's Innovation Index 2.0, the Lexington-Fayette metro is also the leading Metropolitan Statistical Area (MSA) for innovation in Kentucky. The Lexington-Fayette MSA recorded the highest Headline Index score in the state with 111.1, compared to Louisville MSA's 103.8 and Cincinnati MSA's 110.5. The index quantifies counties or MSAs' capacity for innovation using input and output measures. The tool utilizes over 70 measures defined using academic research on how to measure and understand innovation. The indicators are grouped into five categories: Human Capital and Knowledge Creation; Business Dynamics; Business Profile; Economic Well-Being, and Employment and Productivity. Each of these categories are combined to form a summary measure, the Headline Index, with a score of 100 representing the average for all U.S. MSAs. For more information, visit **www.statsamerica.org/ii2/overview.aspx**.

2018 New & Expanding Companies List

FIRM/ANNOUNCEMENT	TYPE	PRODUCT	COUNTY	REPORTED INVESTMENT	DIRECT PLANNED JOBS
AgTech Scientific, LLC	NEW	Manufacturer of industrial hemp products	Bourbon	$5,000,000	271
Tru-Tone Finishing	NEW	E-coating & powder coating for industrial parts	Fayette	$4,600,000	120
Integrated Sign & Graphic, Inc.	EXP.	Aluminum & steel custom sign fabrication and installation	Fayette	$138,169	4
Hera Testing Laboratories, Inc.	EXP.	Toxicology & therapeutic biotech testing company	Fayette	$8,989	1
Blue Frame Technology LLC	EXP.	Digital video software company	Fayette	$9,635	1
Legit Apps, LLC	EXP.	Education software development	Fayette	$2,383,332	11
GreenBox	EXP.	HVAC contractor	Fayette	$1,725,000	20
Hanna Resource Group dba Ezgig	EXP.	Online app connecting employers with employees instantly	Fayette	$938,000	2
LBX Company LLC	EXP.	Customer experience center for headquarters	Fayette	$8,890,193	0
Brockman Hastings	EXP.	Medical device company	Fayette	$17,308	1
Bluegrass Tool & Industrial	EXP.	Supplier of industrial products	Fayette	$22,430	5
Harbor Steel & Supply Corporation	EXP.	Full service metals processing & distribution	Fayette	$4,100,000	0
hydra soap	EXP.	Handmade aromatherapy products manufacturer	Fayette	$11,633	4
Kinemetrix Industrial Design	EXP.	Manufacturer of advanced automation & robotics systems for a wide range of industries	Fayette	$7,200	1
Visumatic Industrial Products, Inc.	EXP.	Manufacturer of automated systems	Fayette	$12,500	2
Amazon	EXP.	Fulfillment center for Amazon.com	Fayette	$0	600
Recycle A Textbook	EXP.	Buyer and distributor of used textbooks	Fayette	$48,511	6
Prosper Media Group	EXP.	Video production company	Fayette	$7,561	1
Zelios	EXP.	Manufacturer of hemp oil extract	Fayette	$2,100,000	44
Webasto Roof Systems, Inc.	EXP.	Sunroof and roof systems manufacturer	Fayette	$15,200,000	183
Tiffany & Company Jewelers, Inc.	EXP.	Manufacturer of jewelry	Fayette	$500,000	130
Creative Lodging Solutions, LLC	EXP.	Headquarters of corporate lodging solutions	Fayette	$0	125
SPARK companies	NEW	Entrepreneurial companies	Fayette	$107,500,000	287
MosquitoMate Inc.	EXP.	Biotech manufacturer of ZAP mosquitos	Fayette	$7,900	1
Key Investment Solutions	EXP.	Shared service center	Fayette	$1,645,150	7
Thynk Health	EXP.	Healthcare data collection & mining company	Fayette	$250,000	5
Blue Frame Technology LLC	EXP.	Digital video software company	Fayette	$5,800	1
J.M. Smucker, LLC	EXP.	Jif peanut butter manufacturer	Fayette	$100,000,000	3
Barnhill Enterprises, LLC	EXP.	Manufacturer of chimney caps and products	Fayette	$64,000	5

2018 TOTALS ----> INVESTMENT: $255,193,311 JOBS: 1,838

Central KY Public Policy Group Serves as Regional Voice for Policy Issues

For more than a decade, the Central Kentucky Policy Group has served as a regional voice for state and federal public policy issues that advance economic development, job creation and quality of life. The group consists of influential business and community leaders from various sectors within nine counties in Central Kentucky. The group's policy priorities for business growth in the region this year include pension and tax reform, ensuring a qualified and skilled workforce, addressing the opioid and drug epidemic across Kentucky, finding long-term solutions to sustainable and reliable funding for transportation projects critical to economic development, strategic economic development incentives, expanding and upgrading broadband networks, legal liability reform, affordable energy, unemployment insurance reform, and clarifying arbitration statutes.

A variety of events and briefings are held throughout the year to connect regional leaders with elected officials. On December 18th, a **Legislative Appreciation Breakfast presented by the Kentucky Coal Association** was held, during which state legislators discussed issues important to the business community and gave a preview to the upcoming Legislative Session in Frankfort.

John Soper, Woodford Economic Development Authority, talked with R.J. Corman Railroad Group's William Downey during the Legislative Appreciation event.

On January 15th, Commerce Lexington and the Central Kentucky Policy Group hosted a luncheon with key regional business leaders and local officials (Mayors and Judge Executives) in the nine-county region. Since there are several new officials in the region, including the Mayor of Lexington, the purpose of the event was relationship-building and beginning a conversation about common issues impacting economic development in the region such as workforce development, infrastructure funding challenges and drug abuse.

CENTRAL KY. POLICY GROUP MEMBERS:

Robin Antenucci, Frankfort/Franklin Co. Tourism/Convention Commission
Rusty Ashcraft, North Star Strategies, LLC
Kevin Atkins, City of Lexington
Bob Babbage, Babbage CoFounder
Cindy Banks, Winchester-Clark County Chamber of Commerce
Lynda Bebrowsky, Commerce Lexington Inc.
Lauren Biddle, Paris-Bourbon Co. Chamber of Commerce
Terri Bradshaw, Kentucky Capital Development
Mayor Ed Burtner, City of Winchester
Colleen Chaney, Madison County Deputy Judge
Steve Collins, Bluegrass Station
Jack Conner, Georgetown-Scott Co. Chamber
John Cooper, Capital Link Consultants
Todd Denham, Winchester-Clark Co. Industrial Authority
William Downey, RJ Corman Railroad Group
David Freibert, Kentucky Utilities Co.
Mendi Goble, Richmond Chamber of Commerce
Gina Greathouse, Commerce Lexington Inc. Economic Development
Ellen Gregory, Midway University
Hannah Hodges, Kentucky Community & Technical College System
Carmen Inman, Frankfort Area Chamber of Commerce
Pam Jenkins, Kentucky Blood Center
Todd Johnson, Building Industry Association of Central Kentucky
Daron Jordan, City of Paris
Eric King, University of Kentucky
Christel Long, Lexington-Bluegrass Association of Realtors
Bernie Lovely, Gess Mattingly & Atchison, P.S.C.
Ronda May, Jessamine County Chamber of Commerce
Barry Mayfield, East Kentucky Power Cooperative
David McFaddin, Eastern Kentucky University
Kim Menke, Toyota Motor Manufacturing, Kentucky, Inc.
Chauncey Morris, Kentucky Thoroughbred Association
Charlie Murphy, Lexington-Bluegrass Association of Realtors
Brian Perry, Kentucky Community & Technical College System
Louis Prichard, Kentucky Bank
Linda Rumpke, Columbia Gas of Kentucky
Bob Quick, Commerce Lexington Inc.
Bill Quigg, More Than A Bakery
Felicia Quigg, More Than A Bakery
Mary Quinn Ramer, VisitLex
Sandy Romenesko, Mt. Sterling Chamber of Commerce
Scott Smith, Smith Management Group, Inc.
Hollie Spade, AT&T of Kentucky
Nancy Stone, Jessamine County Transportation Task Force
Mayor Brian Traugott, City of Versailles
Don Vizi, Woodford County Chamber of Commerce
George Ward, UK Coldstream Research Campus
Tyler White, Kentucky Coal Association
Mike Williams, Bourbon County Judge Executive
Gordon Wilson, Paris-Bourbon Co. Economic Development

Wednesday, February 20 | Noon - 1:30 p.m. | Hyatt Regency Lexington (401 West High Street)

Next Public Policy Luncheon Features New Lexington Mayor Linda Gorton

PRESENTED BY

KENTUCKY AMERICAN WATER

PLATINUM SPONSORS

FORWARD INFORMATION TECHNOLOGIES

PNC BANK

STEPTOE & JOHNSON PLLC

The next Commerce Lexington Inc. Public Policy Series event **presented by Kentucky American Water** on **Wednesday, February 20**, from noon to 1:30 p.m. at the Hyatt Regency in downtown Lexington (401 W. High Street) will feature new **Lexington Mayor Linda Gorton**, who will outline some of the priorities of her administration, discuss her vision for Lexington, and talk about ways that the business community can be involved.

LEXINGTON MAYOR LINDA GORTON

Mayor Gorton served 16 years on the Lexington-Fayette Urban County Council, including four terms representing the 4th District, one term as a Council Member At-Large, and a term as Vice Mayor. Mayor Gorton has served on many community boards, and is a graduate of the Citizen Police Academy, the Citizen Fire Academy, Leadership Lexington in 2000 and Leadership Kentucky in 2001. She is a graduate of the University of Kentucky College of Nursing (1971).

TO REGISTER:

The cost to attend this Policy Luncheon is $49 per person for Commerce Lexington Inc. members, and $59 for potential members. To register, e-mail to rsvp@commercelexington.com or register on-line at **www.CommerceLexington.com**.

GOLD SPONSORS: Blue Grass Airport | University of Kentucky | WUKY 91.3 FM
SILVER SPONSORS: AT&T | Blue & Co. | Kentucky Utilities Co. | Lexington Center | RFH, PLLC CPA's | Sutherland & Associates | Traditional Bank | Wyatt Tarrant Combs
SMALL BUSINESS SPONSORS: Babbage Cofounder | Breeze Financial, LLC | DeSalvo & Co. | Hurst Office Suppliers | Kentucky Telecom | McCarthy Strategic Solutions | Melia Realty Group | Progressive Marketing

Tuesday, March 5 | 4:30 - 6:30 p.m.

Make Connections at Opportunity Exchange

PRESENTED BY

REPUBLIC BANK
It's just easier here.

SILVER SPONSOR:
WUKY 91.3 FM

Commerce Lexington Inc.'s next Opportunity Exchange on **Tuesday, March 5**, from 4:30 - 6:30 p.m. at **Republic Bank & Trust Company**'s downtown location at 333 West Vine Street will feature great networking, exchange of ideas, and interaction for minority-owned and small businesses in the Lexington region. The featured speaker will be **Albert C. Smitherman**, President of Jostin Construction.

TO REGISTER:

The cost to attend is $5 for Commerce Lexington Inc. members, and $10 for potential members. Please RSVP to Lauren Gumm at **lgumm@commercelexington.com**.

MBD PROGRAM SPONSORS

PRESENTED BY: Lexmark International, Inc.
GOLD LEVEL: Community Trust Bank | Cumberland Valley National Bank | University of Ky.
SILVER LEVEL: Fifth Third Bank | Messer Construction | WesBanco Bank
BRONZE LEVEL: Blue Grass Airport | Park Community Credit Union

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

Next @330 Series Event Presents Strategies to Scale a Small Business

Growth Hacking: Developing the Mindset, Strategies & Systems to Scale Your Business

PRESENTED BY

DISTILLERY HEIGHTS
www.distilleryheights.com

SPONSORS:
Impressions Marketing and Events
TravelHost of the Bluegrass

Are you preventing your business from reaching its full potential? So many small businesses could be two, three or even ten times bigger, but the owner is stuck in their old ways and getting in their own way.

During the next Commerce Lexington Inc. **@330 Series event presented by Distillery Heights** on Thursday, March 14, from 3:30 - 5:30 p.m. in Commerce Lexington's first floor conference room, Chelsea Creekmore, the president of Creekmore Marketing, will discuss how to break workaholism, prioritize, automate, and delegate so you can scale your business on YOUR terms. Chelsea says, "You didn't quit the 9 to 5 to work 24/7. You became your own boss to build a life of wealth, freedom and happiness. It's time to make it happen!"

CHELSEA CREEKMORE

ABOUT THE SPEAKER:

Chelsea Creekmore started her marketing company when she was 23 years old, fresh out of college (in bed, in her PJs!). Five years later, Creekmore Marketing is a multi-million dollar company with a staff of 40 and clients all over the country. Chelsea lives to connect with inspiring people. Her mission is to turn as many dreamers into entreprenuers as she can, and to help those entreprenuers build their dream lives.

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.

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**.

Thursday, February 7, 2019 | 4:30 - 6:30 p.m. | Blue Grass Airport (4000 Terminal Drive)

Take Your Networking to New Heights Business Link

Come in out of the cold, and join us for the first Business Link after-hours networking event of 2019 at **Blue Grass Airport** (4000 Terminal Drive) on **Thursday, February 7**, from 4:30 - 6:30 p.m. Don't miss this opportunity to take your networking to new heights by connecting with colleagues and other business professionals, and browsing our exhibit booths. As one of the most convenient and fastest-growing airports in the nation, Blue Grass Airport offers non-stop flights to 18 airports with convenient connection service to business and leisure destinations worldwide. Be sure to check out all the great amenities the airport now offers to passengers travelling to and from Lexington.

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 Link events on-line at **www.CommerceLexington.com**. If registering on-line, 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 or reserve online at **www.commercelexington.com**.

SPONSORED BY

Blue Grass Airport
LEXINGTON, KENTUCKY

PARTNER SPONSOR:
VisitLEX

BLUEGRASS care navigators

Next Business Link Spotlights Bluegrass Care Navigators

The first Business Link event of 2019 at Blue Grass Airport on **Thursday, Feb. 7th**, from 4:30 - 6:30 p.m. will feature Bluegrass Care Navigators as our Nonprofit Spotlight organization. **Bluegrass Care Navigators** guides and provides the right care to improve comfort, quality of life and peace of mind for those faced with a serious illness. Since 1978, the organization has helped families and loved ones cope with an end-of-life experience, and now it helps relieve suffering and improve quality of life for other situations long before the final months. Find out more about the organization at Business Link or on-line at **www.bgcarenav.org**.

Emerging Leader Scholarship Apps Available for Raleigh Leadership Visit

Photo courtesy of visitRaleigh.

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.

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**.

PRESENTED BY

Central Bank

PLATINUM SPONSORS:
Kentucky Utilities Co.
MCM CPAs & Advisors
McBrayer Law
Stites & Harbison, PLLC
WesBanco Bank

OPENING NIGHT RECEPTION SPONSOR:
CHI Saint Joseph Health

NAME BADGE SPONSOR:
Wyatt, Tarrant & Combs, LLP

BRIEFING BOOK SPONSOR:
J. J. B. Hilliard, W. L. Lyons LLC

TEXT ALERT/WI-FI SPONSOR:
Hanna Resource Group

GOLD SPONSORS:
Baptist Health Lexington
Lexington Legends

CHARGING STATION SPONSOR:
Friends of Coal

BANK DINNER SPONSORS:
Central Bank & Trust Co. | Community Trust Bank | Cumberland Valley National Bank & Trust Co.
Fifth Third Bank | Forcht Bank | Kentucky Bank | PNC Bank | Republic Bank | Traditional Bank
WealthSouth | WesBanco Bank

Emerging Leader Scholarships Available for Raleigh, N.C. Visit

In an effort to engage more emerging leaders, the Emerging Leader Scholarship was created to provide an opportunity for some of Lexington's younger professionals and first time trip attendees to attend the annual Leadership Visit. Commerce Lexington Inc. wants to cultivate the energy and commitment these young leaders possess to drive initiatives learned about, discovered and discussed in these cities once the Leadership Visit has ended and we are all back home. Individuals between the ages of 25 and 39 are encouraged to apply for a scholarship assisting with the cost of the 2019 Leadership Visit. Applications must be submitted by **Tuesday, February 12**, at 5 p.m. Applications and trip information are posted on-line at **www.commercelexington.com/raleigh-2019.html**.

THE WINNER'S CIRCLE

CONCLUDING ITS 16TH YEAR

Top Individual Producers

Message from the 2018 Chair

DARBY TURNER
2018 CHAIR
WINNER'S CIRCLE
Bingham Greenebaum Doll LLP

"I cannot stress enough what a thrill it was for me to serve as Chair of this year's Winner's Circle campaign. Not only was it a lot of fun, but Commerce Lexington is blessed with the very best volunteers, who are committed to spreading the mission of the organization.

For those of you who are not familiar with The Winner's Circle, this annual fundraising initiative enlists the help of about 70 volunteers, who sell sponsorships and bring in new members. This campaign is very important to Commerce Lexington, because it enables the organization to provide better events, programs and services each year to help members grow their business.

We began the campaign with the most aggressive goal in its 16-year history, and I am proud to say that we reached for the stars and finished with the second-highest production total ever ($933,192). This figure makes a huge difference in the level of services and events we can provide, and it means a lot to the community as well.

I want to personally thank the company CEO's and senior officials who allow their employees time to participate in this effort. Your support of Commerce Lexington Inc. is greatly appreciated.

The Winner's Circle is successful year after year, because of the quality volunteers who participate, as well as the many past chairs, who continue to stay engaged in the program. The past chairs are always there to assist where needed, including Guy Huguelet, Glenn Leveridge, Harry Richart, Nick Rowe, Stephen Hillenmeyer, Herb Miller, Ann Bakhaus, Debbie Long, Alan Stein, Terry McBrayer, Steve Grossman, Bill Lear, Luther Deaton, and Paula Hanson.

Finally, thank you to our member companies who have supported The Winner's Circle by purchasing sponsorships or donating gifts to the effort. Your investment has a big impact on the quality of programming that Commerce Lexington is able to offer each year. Cheers to a successful 2018 campaign and a prosperous 2019."

TOP TEAMS

#1 Central Bank

$78,924 | *Captain: Terri Stein*

#2 Marriott Resort Lexington Griffin Gate

$75,420 | *Captain: Gwen Hart*

#3 University of Kentucky

$74,132 | *Captain: Lisa Greer*

TOP INDIVIDUALS

#1

Abby Vaughn
$66,314

#2

Cheryl Eadens
$44,788

#3

Todd Sallee
$34,457

WINNER'S CIRCLE 2018

Winner's Circle By The Numbers

TOTAL PRODUCTION: $933,192

TEAM PRODUCTION:

Central Bank & Trust Co.	$78,924
Lexington Griffin Gate Marriott Resort & Spa	$75,420
University of Kentucky	$74,132
PNC Bank	$69,611
Unified Trust Company	$68,588
WesBanco Bank	$66,895
Leadership Lexington Alumni	$62,583
Ky. American/Windstream	$58,967
Friends of Commerce Lex.	$55,568
Ambassadors	$54,907
Community Trust Bank	$39,322
Columbia Gas of Kentucky	$37,213
Ky. Employers' Mutual Insurance	$34,457
Kentucky Utilities Co.	$33,619
Forcht Bank	$25,636
City National Bank	$23,982
Republic Bank & Trust	$20,865
Limestone Bank	$4,290

CAMPAIGN PHOTOS

Kickoff Luncheon at Mane on Main

Larry Jones

Thank you to these member companies who donated gifts or hosted events during the 2018 Winner's Circle campaign!

21c Lexington Museum Hotel
A. Wilson General Contracting, LLC
ADVERTISING SPECIALTIES...LLC
AZUR Restaurant & Patio
Hilary J. Boone Center at the University of Kentucky
Carson's
Chick-fil-a Hamburg
City Barbeque
Ethereal Brewing
Good Foods Co-op
Hilton Downtown Lexington
H-L Media
HopCat Lexington
Hurst Office Suppliers, Inc.
J & H Lanmark Inc.
Julie Quick Art Studio
Kebco Inc.
Kentucky Eagle, Inc.
Kentucky League of Cities
Kentucky World Trade Center
Lexington Children's Theatre
Lexington Griffin Gate Marriott Resort & Spa
Lexington Philharmonic
Mane on Main
Martine's Pastries - Bakery, Cafe & Cakes
Milward Funeral Directors
My Favorite Things
Nothing Bundt Cakes
Old Kentucky Chocolates
Ramsey's Diners
The Botany Bay
The Red Mile
The Urban Squirrel
Transylvania University
Visually Impaired Preschool Services
YMCA of Central Kentucky

Curtis Warren

Alan Stein

Winner's Circle By The Numbers

TOP INDIVIDUALS:

Abby Vaughn	$66,314
Cheryl Eadens	$44,788
Todd Sallee	$34,457
Terri Stein	$32,461
Curtis Warren	$30,938
Maxine Lee	$28,070
Mark Ruddell	$26,425
David Kidd	$23,608
Tyler White	$22,500
Lisa Smith	$21,838
Victoria Carling	$21,631
Allen McDaniel	$21,500
Kelly Johns	$21,374
Kristen Brown	$21,070
Lisa Greer	$20,750
Ron Tritschler	$20,500
Valeria Swope	$20,190
Tamara McCain	$18,163
Perry Dunn	$16,630
Steve Deaton	$16,500
Camden Skidmore	$16,500
Jeannine Petell	$16,500
Jeff Zinger	$16,500
Lisa Parke	$14,566
Kathy Edwards	$14,183
Melia Hord	$13,581
Phil McConathy	$11,167
Angie Marshal	$10,850
Emily Downey	$10,625
Judy Cooper	$10,614

Camden Skidmore

David Kidd

Gwen Hart

Kristin Taylor

Karen Lackey

THANK YOU VOLUNTEERS!

THE WINNER'S CIRCLE
A Resource Development Program

Ambassadors
Cheryl Eadens (Captain)
Lesley Fluke
Chuck Powers
Kelly Tudor

Central Bank & Trust Co.
Lana Alexander
Sheila Carmack
Karen Lackey
Keith Preston
Mark Ruddell
Terri Stein (Captain)

City National Bank
Victoria Carling (Captain)
Scott Carling

Columbia Gas of Kentucky
Judy Cooper
Lisa Smith (Captain)

Community Trust Bank
Larry Jones
Jeannine Petell (Captain)

Forcht Bank
Mike Adams
Sarah Brock
Gina Farmer
Chad Ginter
Houston Hall (Captain)

Friends of Commerce Lex.
Marilyn Clark
Kathy Edwards
Melia Hord
Jodi Massey-Kenner
Brandi Mason
Lisa Parke (Captain)
Mike Runyon
Barry Stumbo

Lexington Griffin Gate Marriott Resort & Spa
Susan Bunning
Gwen Hart (Captain)
Don Hart
Kelly Johns
Maxine Lee

Ky. American Water/ Windstream Communications
Amy Caudill
Teresa Haggard (Co-Captain)
Susan Lancho (Co-Captain)
Phil McConathy
Valeria Swope
Ellen Williams

Kentucky Employers' Mutual Insurance
Todd Sallee (Captain)

Kentucky Utilities Co.
Curtis Warren (Captain)

Leadership Lex. Alumni
Tony Bonner (Captain)
Emily Downey
Allen McDaniel
Hunter Stout
Tyler White

Limestone Bank
Catherine Rincon (Captain)

PNC Bank
Perry Dunn
Brandon Green
David Kidd (Captain)
Jeff Zinger

Republic Bank & Trust Co.
Chris Henry
Tamara McCain (Captain)

Unified Trust Company
Abby Vaughn (Captain)

University of Kentucky
Kristen Brown
Steve Deaton
Lisa Greer (Captain)
Abby Leonard
Angela Penn
Ashley Tabb
Jenny Wallace

WesBanco Bank
Jeff Koonce (Captain)
Angie Marshall
Camden Skidmore
Ron Tritschler

Please thank and recognize these individuals for their hard work and dedication to The Winner's Circle program!

Lisa Parke

Darby Turner at Old Kentucky Chocolates

Tuesday, March 12, 2019 | 8:00 a.m. - 5:00 p.m. | UK Student Center

Forcht Bank Presents 6th Annual EMERGE Conference on March 12th

The sixth annual **EMERGE Conference presented by Forcht Bank** will engage the next generation leaders of Central Kentucky, connecting emerging leaders and entrepreneurs to each other and to the community. The conference will take place on **Tuesday, March 12**, at the new University of Kentucky Gatton Student Center from 8:00 a.m. to 5:00 p.m.

This exciting professional development opportunity offers networking, access to community leaders, education through breakout sessions in a variety of tracks, an opening interactive session and luncheon speaker, as well as a closing reception at the end of the day. Keynote speakers include **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.

Some of the breakout sessions include: Community Engagement topics: Attracting & cultivating the next generation of political leaders; Downtown design projects; Women in leadership; Developing successful teams; Conflict resolution; Building a career development plan; and more.

PLATINUM SPONSORS:
Alltech
Community Trust Bank
WesBanco Bank

AFTER PARTY SPONSOR:
Dinsmore & Shohl LLP

GOLD SPONSORS:
Beam Suntory
Lexington Clinic Foundation
Lexington Legends
Toyota Motor Manufacturing, Kentucky, Inc.

SILVER SPONSORS:
Lexmark International
UK Federal Credit Union

ENTERTAINMENT SPONSORS:
UK-UL Executive MBA Program

MEDIA SPONSOR:
iHEARTMEDIA

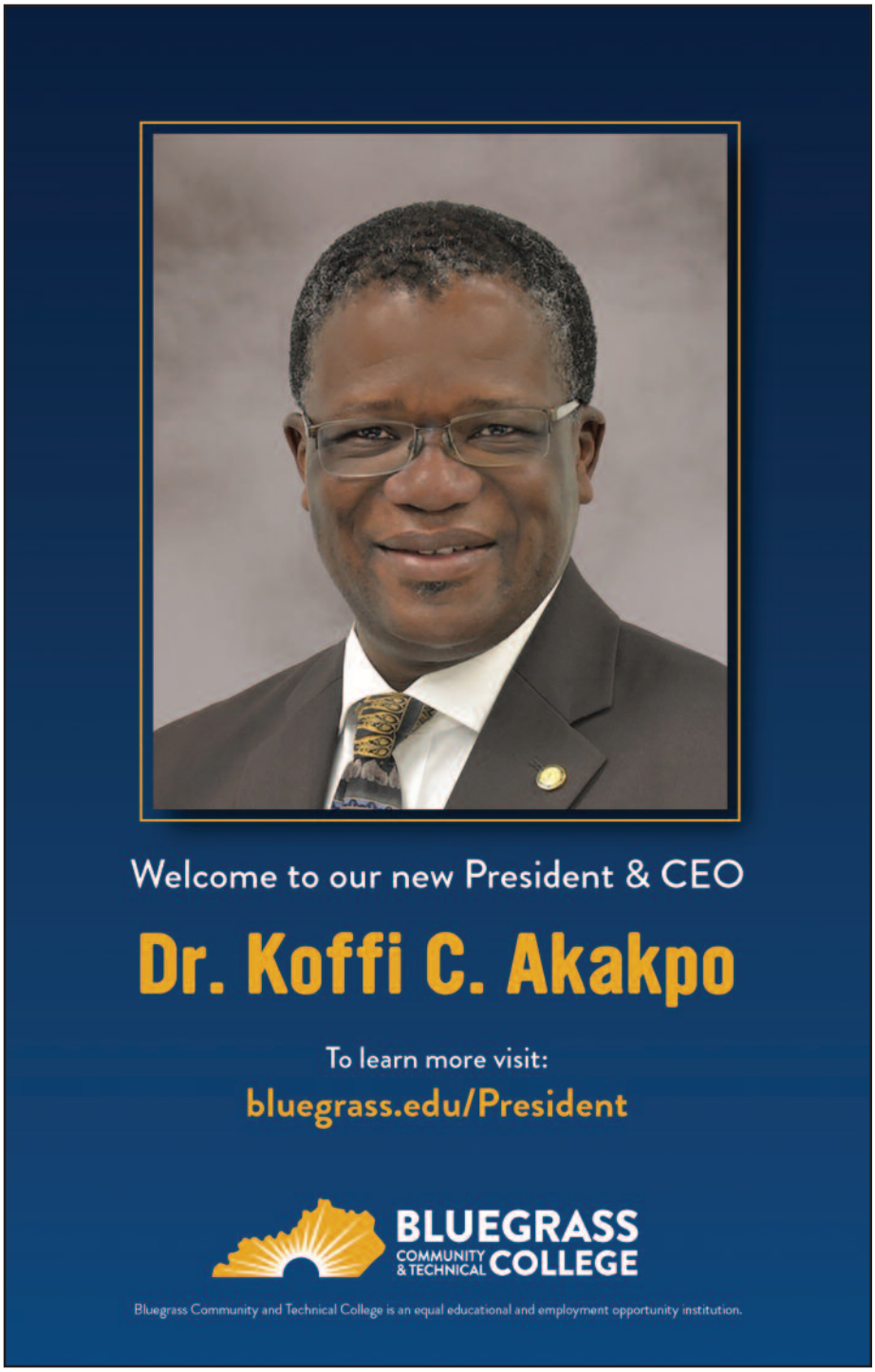
GRAPHIC PRINTING SPONSOR:
Lynn Imaging | Monster Color

TO REGISTER:

Registration available on-line at **www.emergelexington.com**. The cost to attend is $150 per person for CLX members and $175 per person for non-members. There will also be exhibit space available at a cost of $350 for the the full-day conference.

PRESENTED BY

Forcht Bank
Happier Banking



RECAP BY MARISA YANG, LEXINGTON CATHOLIC HIGH SCHOOL

Leadership Lexington Youth Learn About Impact of Local Arts Community

PRESENTED BY

UK HealthCare

PLATINUM SPONSOR

It's about kids.
FAYETTE COUNTY PUBLIC SCHOOLS

BRONZE SPONSORS:
Central Bank & Trust Co.
Toyota Motor Manufacturing, Kentucky, Inc.

The Leadership Lexington Youth Program's Arts Day took place on January 9th with an objective to raise our awareness on the presence of art in various social aspects as well as encourage youth participation in communal art experiences.

We travelled to Latitude Art Community, a place for those with disabilities to create art, encouraging all to recognize their unique life's narrative. After chatting with some of the artists, I was dumbfounded by the talent and creativity displayed in their artworks.

We then proceeded to Nomi Design, where its owner Matthew Brooks introduced us to a different perspective of art involving balancing the relationships between colors in order to manipulate space. Right next door was the International Book Project, where we learned its mission of promoting education around the globe and helped fill bookshelves for local refugee and immigrant families.

Afterwards, we rode the bus back to Lexington Children's Theatre to hear from Drs. Everett McCorvey and Tedrin Blair Lindsay of UK Opera Theatre. We enjoyed opera performances from three UK Opera students and got to know more about the beauty of opera and musical theater.

We ended the day with group presentations using different forms of theater to illustrate current social issues. The debrief activity led by Lexington Children's Theatre was challenging yet inspiring, leaving us to ponder how art relates to our community and compelling us to make a difference. I loved Arts Day, especially Latitude Arts Community, where we learned that art could gift us with unlimited potential.

Check out the Recap of Leadership Central KY's Jessamine County Day at www.leadershipcentralkentucky.com

Commerce Lexington Inc. Announces 2019 Ambassador Committee

Ambassadors represent Commerce Lexington Inc. by educating members about benefits and serving as a liaison between the organization and its member businesses. They also represent Commerce Lexington Inc. at ribbon cuttings, grand openings, and other community events.

2019 COMMERCE LEXINGTON INC. AMBASSADOR COMMITTEE:

Alex Bell, Travelhost of the Bluegrass
Stephanie Bell, Yudofsky Fashion
Shawn Blades, BB&T
Brandy Borchers, Builders Exchange of Kentucky
Greg Brown, C-Forward Inc.
Benjamin Coates, Traditional Bank
Cheryl Eadens, Bluegrass Office Systems
Dwayne Edwards, Southeast Printing & Mailing
Lesley Fluke, German American Bank
Laura Henry, Energy Insurance
Ashley Kovaleski, Nationwide Insurance: Parsons & Howard Agency
Kenneth Miller, Coffee News of the Bluegrass
Leslie Moore, Precision Staffing
Crystal Newton, Bates Security
Donnie Niehaus, Ward, Hocker & Thornton, PLLC
Susie Patrick, Brand Advertising Group
Chuck Powers, Lexington Insurance Agency
Meredith Price, United Real Estate Lexington
Peyton Tierney [Committee Chair], Northwestern Mutual
Kelly Tudor, KentuckyOne Health
Brooke Wheatley, WLEX-TV
Mark Wiemer, WesBanco Bank

Recap By Jenny Lewis, Lexington Public Library

Leadership Lexington Explores Local Health & Human Services Agencies

The theme for the January session of Leadership Lexington was Health and Human Services. The morning session included several guest speakers who spoke on topics that included mental health, the opioid epidemic, public health and safety, and the future of healthcare in Lexington and across the state. The class also took part in a radio show as Helen Highwater (Nan Plummer) interviewed Dr. Kraig Humbaugh the Commissioner of Health, for her radio show called Safety First.

After a quick session of chair yoga and lunch, our class split into smaller groups and headed out to tour local agencies and non-profits that focus on some aspect of community health. Small groups toured The Hope Center and learned about the work of Urban League, the Chrysalis House and Family Care Center, Visually Impaired Preschool Services (VIPS) and Lexington Hearing and Speech Center, Community Action Council and Opportunity for Work and Learning (OWL), the Children's Advocacy Center of the Bluegrass and Court Appointed Special Advocates (CASA), Greenhouse 17 and KVC Behavioral Health, Habitat for Humanity and Mission Lexington, and Big Brothers Big Sisters and Partners for Youth.

Our class found the day informative and our end of the day reports all had the same theme. We were previously unaware of many of the organizations in Lexington that focused on our community's health, but we were appreciative of their work and service to Lexington. The discussion continued at social hour, as classmates discussed ways they could get involved and support the agencies we had toured during the day. It was a great day, spent learning about how leaders and community agencies are working to support a happy and healthy Lexington.

Helen Highwater (Nan Plummer) interviewing Dr. Kraig Humbaugh, Commissioner of Health for Lexington-Fayette Urban County Health Deptartment for her Safety First Show on Lexington Community Radio.

PRESENTED BY
LEXUS OF LEXINGTON
ORIENTATION SPONSOR
Sutherland & Associates
BREAKFAST SPONSOR
HIGHGROVE AT TATES CREEK
PLATINUM SPONSORS
KEENELAND
Mahan Multimedia Where Light Meets Story™

NAME BADGE SPONSOR: Child Care Council of Kentucky
BOOK SPONSOR: LEX History
BRONZE SPONSORS: Kentucky Employers' Mutual Insurance | Kentucky Utilities Co. | Lexington Clinic Foundation
Toyota Motor Manufacturing, Kentucky, Inc.

Ben Coates, Business Development, Traditional Bank

E-mail: bcoates@traditionalbank.com | www.traditionalbank.com

ABOUT BEN COATES: A native of Lexington, Ben began working at Traditional Bank about one year ago upon his graduation from Centre College. While in college, he enjoyed his three internships in the commercial banking industry, but he wanted a position that would get him away from his desk. He was offered a position developing business in the commercial lending department at Traditional Bank.

ABOUT HIS ROLE AT TRADITIONAL BANK: "My role at the bank is to build relationships. Banking isn't transactional, but a process of developing trust overtime. My responsibility is to be out in the community interacting with individuals who want to grow their businesses."

ABOUT SERVING AS AN AMBASSADOR: He said, "As a Commerce Lexington Ambassador, I enjoy attending ribbon cuttings and meeting new members. Ribbon cuttings are a great way to promote all the emerging businesses in the community. I am excited to be able to help members of the take full advantage of the events and resources of Commerce Lexington.

ABOUT LIVING IN LEXINGTON: "What I enjoy most about Lexington and the Bluegrass region is University of Kentucky sports, Thoroughbred horse racing, and the unmatched hospitality of the people and establishments here," said Coates.

BEN COATES

Read More About Our Ambassadors at www.CommerceLexington.com > Connect > Volunteer Opportunities

WELCOME NEW MEMBERS

New Commerce Lexington Inc. Members for the Period of December 17, 2018 through January 14, 2019

AAMCO Transmissions
Transmissions
Main Contact: Brian Lundborg
1110 Winchester Road
Lexington, KY 40505
Phone: (859) 255-5566
www.aamco.com

AAMCO Transmissions
Transmissions
Main Contact: Brian Lundborg
1222 S. Broadway, Lexington, KY 40504
Phone: (859) 254-0074
www.aamco.com

About Face Organic Skincare Studio
Spas
Main Contact: CJ Joseph
337 E. High St., Lexington, KY 40507
Phone: (859) 469-9234
www.aboutfaceonhigh.com

AMEL Properties LLC
Real Estate Rental Services
Main Contact: Ashleigh Leach
4664 Frankfort Road
Georgetown, KY 40324
Phone: (859) 469-1820

ATI Inc.
Research & Development
Main Contact: Alex Cho
3000 B John C. Watts Drive
Nicholasville, KY 40356
Phone: (304) 541-1825
www.ati-ky.com

Blue Moon Estate Sales
Estate Sales
Main Contact: Kelli Helmers
110 E. Third St., Lexington, KY 40507
Phone: (859) 523-3483
www.bluemoonestatesales.com/lexington

Bluegrass Tool & Industrial, LLC
Industrial Equipment & Supplies
Main Contact: Russ Sells
741 Miles Point Way
Lexington, KY 40510
Phone: (859) 293-0000
www.bluegrasstool.com

Citizens Deposit Bank
Banks
Main Contact: Phyllis Ferguson
1 Walnut St., Arlington, KY 42021
Phone: (270) 655-6921
www.cdbky.com

Consolidated Baptist Church
Churches
Main Contact: Barbara Williams
1625 Russell Cave Road
Lexington, KY 40505
Phone: (859) 299-8559
www.consolidatedbaptist.org

Cork Communications
Training and Coaching
Main Contact: Madison Cork
1355 Bardstown Rd., Ste 115
Louisville, KY 40204
Phone: (502) 751-3292

Dogwood Home Furnishings
Furniture Dealers
Main Contact: Scott Woods
1591 Winchester Road
Lexington, KY 40505
Phone: (336) 689-1606
www.dogwoodhomefurnishings.com

Dviss Enterprise Inc.
Gas Stations
Main Contact: Amrik Jamu
2630 W. Parrish Ave
Owensboro, KY 42301
Phone: (270) 485-3552

Eagle Finance
Financial Services
Main Contact: Michael Carlos
130 W. Tiverton Way, Ste. 100
Lexington, KY 40503
Phone: (859) 305-1020
www.eagle.com

EcoReliant
Environmental Consulting & Contracting
Main Contact: Stephen Isaac Ratliff
3108 Lander Ct., Lexington, KY 40511
Phone: (606) 205-7379
www.ecoreliant.com

Estepp Energy, LLC
Gas Stations
Main Contact: Mike Rich
1510 Newtown Pike, Suite 154
Lexington, KY 40511
Phone: (859) 608-6780
www.estepps.com

Family Eyecare Associates
Optometrists
Main Contact: Rick Graebe
105 Crossfield Dr., Versailles, KY 40383
Phone: (859) 879-3665
www.myfamilyvision.com

Four Stone Holdings, LLC
Holding Companies
Main Contact: Karin Patterson
4300 Reservoir Ave.
Louisville, KY 40213
Phone: (502) 451-1528

Furniture World
Furniture Dealers
Main Contact: Taylor Graham
151 N. Mt. Tabor Rd.
Lexington, KY 40509
Phone: (859) 266-4455
www.furnitureworldsuperstore.net

Groff Engineering & Consulting LLC
Engineering Services
Main Contact: Brian Groff
306 Jonathan Ct., Mt. Sterling, KY 40353
Phone: (859) 432-0018
www.groffengineering.com

Harper Diesel & Machine Service Inc.
Machinery-Specially Designed
Main Contact: D. William Harper
55 Little Maloney Ridge Rd.
Beattyville, KY 41311
Phone: (606) 464-8108
www.harperdiesel.com

I.T. Eutopia
Information Technology
PO Box 832, Lexington, KY 40588
Phone: (833) 388-6742
www.iteutopia.com

J Gumbo's Lex
Restaurants
Main Contact: Robbie Morgan
808 N. Limestone #1
Lexington, KY 40505
Phone: (859) 286-9239
www.jgumboslex.com

Jackson County Bank
Banks
Main Contact: Tim Hillard
123 Main St. N., McKee, KY 40447
Phone: (606) 287-8484
www.jacksoncobank.com

Lexington Outdoor Lighting
Lighting Designers
Main Contact: Loren Massarone
3140 Timberneck Cove
Lexington, KY 40509
Phone: (859) 552-6575
http://lexingtonoutdoorlighting.com

Mack, Poole, and Thomas Pediatrics
Physicians & Surgeons, Pediatrics
Main Contact: Laura Sandefur
2351 Huguenard Dr., Ste 200
Lexington, KY 40503
Phone: (859) 260-7700
www.mppeds.com

Make A Wish Foundation OH, KY, & IN
Non-Profit Organizations
Main Contact: Faith Hacker
710 E. Main St., Lexington, KY 40502
Phone: (866) 487-9474
www.oki.wish.org

Man O' War Harley-Davidson
Motorcycles & Mini-Bikes
Main Contact: James Sudina
2073 Bryant Road, Lexington, KY 40509
Phone: (859) 253-2461
www.manowarhd.com

McCloud Law Group
Attorneys
Main Contact: Craig McCloud
250 W. Main St., Ste. 3010
Lexington, KY 40507
Phone: (859) 281-5641
www.mccloudlawgroup.com

Mr. Electric of Central Kentucky
Electric Contractors
Main Contact: Dana Philpot
541 Faulconer Drive
Nicholasville, KY 40340
Phone: (859) 887-4500
www.mrelectric.com/central-kentucky

Oliver Group
Management Consultants & Services
Main Contact: Sandra Dodge
13500 Oliver Station Court
Louisville, KY 40245
Phone: (502) 241-2292
www.olivergroup.com

Peer House, LLC
Accountants
Main Contact: Ozlem Eva Davis
700 Fernwood Ct.
Lexington, KY 40514
Phone: (859) 200-9034
www.peerhousedata.com

Piles Chevrolet & Buick, Inc.
Auto Dealers-New Cars
Main Contact: Cindy Walter
30 Ferguson Blvd.
Dry Ridge, KY 41035
Phone: (859) 824-3337
www.pilesgm.com

Restoration 1 of Lexington
Fire, Water & Storm Restoration
Main Contact: Jared Prickett
333 N. 1st Street
Richmond, KY 40475
Phone: (859) 397-4048
www.restoration1oflexington.com

Salsa Center Latin Dance Studio, The
Dancing Instruction
Main Contact: Reena Cobo Reyes
817 Lane Allen Drive
Lexington, KY 40504
Phone: (859) 278-8598
www.thesalsacenter.com

Shaw's Child Care
Childcare/Daycare/Education Center
Main Contact: Angela Shaw
2813 Snow Road
Lexington, KY 40517
Phone: (859) 266-9981

Southern Comfort Heating & Cooling LLC
Air Conditioning & Heating Systems
Main Contact: Matthew Helgerson
1485 Leestown Road
Lexington, KY 40511
Phone: (859) 255-2500
www.lexingtonkyhvac.com

Supreme Lending
Mortgages
Main Contact: Scott Mayes
128 Kentucky Ave. #112
Lexington, KY 40502
Phone: (859) 621-8251
www.scottmayes.supremelending.com

Todd & Todd, PLLC
Attorneys
Main Contact: Thomas Todd
153 Market St., Lexington, KY 40507
Phone: (859) 253-9999
www.tgtlawfirm.com

Whittington Planning Associates LLC
Financial Planning Consultants
Main Contact: Aaron Young
10200 Forest Green Blvd., Ste 100
Louisville, KY 40223
Phone: (502) 329-2112
www.barnesyoung.nm.com

MEMBER PERSONNEL ANNOUNCEMENTS

Bates Security was recently named *SDM Magazine*'s 2018 Dealer of the Year, recognizing leading innovation, industry best practices, and notable growth and accomplishments in the security dealer industry. *SDM*, the leading security publication in the U.S., selected Bates over 3,000 commercial firms nationwide.

Central Bank & Trust Co. announced the promotions of **Cathy Himes** to senior vice president, mortgage lending, and **LeeAnn Layne** to vice president, loan review. Central Bank also added eight new members to its Lexington Advisory Board, including **Rick Avare** (MAP Entities), **Jed Bullard** (E.D. Bullard Company), **Lucas Campbell** (Gorman Company), **Kevin Doyle** (Congleton-Hacker Co.), **William Farish, Jr.** (Lane's End Farm), **John Irvin, Jr.** (Kinkead & Stilz, PLLC), **Adolph Rupp III** (Rupp & Associates), and Lexington Police Chief **Lawrence Weathers**.

Dickinson Wright PLLC announced the election of attorney **Andrew Sparks** as a Member in the firm's Lexington office. Additionally, four Lexington attorneys were named as *2019 Kentucky Super Lawyers*, including **Brian M. Johnson**, **David A. Owen**, **Henry (Tip) Richmond**, and **Emma R. Wolfe**. Super Lawyers is a listing of outstanding lawyers from more than 70 practice areas, who have attained a high degree of peer recognition and professional achievement.

Dinsmore & Shohl LLP announced that attorney **Kerry O. Irwin**, a member of its corporate department, has been elected to partnership effective January 1. In addition, attorney **Grahmn N. Morgan**, a partner in the Lexington office, was elected to Dinsmore's board of directors. Lexington attorney **Chauncey S.R. Curtz** also serves on the board of directors.

Fayette County Public Schools Superintendent **Manny Caulk** was named the 2019 Superintendent of the Year by the Kentucky Association of School Administrators. Mr. Caulk will now compete with other state winners to become a finalist for the National Superintendent of the Year Award to be announced in February.

Georgetown College: **Dave Adkisson** (Class of 1973) has been named chairman of the college's Board of Trustees, while **Bob Mills** (Class of 1967) has been named vice chairman.

Humana Inc. has been recognized by *Newsweek* as Best in Customer Service among health insurance companies in the magazine's new "America's Best Customer Service 2019" rankings.

Hope Center, Inc. named **Lauren Moore** as director of human resources.

IMAC Regeneration Centers has been recognized on *INC.* magazine's list of the 5000 fastest-growing companies for the second consecutive year.

JRA Architects announced that **Eric P. Steva**, AIA, has joined the firm as a project manager.

Jackson Kelly PLLC: Lexington attorneys **Robert F. Duncan** and **John W. Hays** were each named to the *2019 Kentucky Super Lawyers* list, a designation for attorneys who have achieved a significant level of peer recognition and professional achievement.

Keller Williams Greater Lexington announced several new agents, including **Kyra Taylor**, **Gail Perry**, **Jill Moseley**, **Truston Humphries**, **Marie Winfrey**, **Jenny Hosny**, and **Kim Nelson**.

Attorney **Kenton L. Ball** has joined the **McBrayer law firm**'s Lexington office.

The **Lexington-Fayette Urban County Airport Board** recently welcomed **Buckner Hinkle, Jr.** as a new board member on the airport's ten-member board.

The Lexington Marriott City Center Hotels announced that **Barry Kuhnke** has been named as general manager and **Courtney Jones** has been named as director of sales and marketing for the **Lexington Marriott City Center** and **Residence Inn Lexington City Center**.

Lynn Imaging's **Shelby Lynn Marshall** has been appointed to the Reprographic Services Association's Executive Board of Directors. The Reprographics Services Association represents over 84 companies and 175 locations.

SVN Stone Commercial Real Estate: **Weston Lockhart** is now officially a licensed real estate sales agent in Kentucky and an associate advisor, while **Wade Haga** was named an advisor.

Stites & Harbison PLLC announced that the following Kentucky attorneys have been promoted within the law firm, including Lexington attorney **Ashley Owens Hopkins** as a new Member (Partner) and Louisville attorneys **J. Brittany Cross Carlson** and **Mari-Elise Paul** as new Counsel. In addition, the firm welcomed three new attorneys, including **Joshua Barnette** in the Lexington office, and **Grace Greenwell** and **Jennifer Henry Jackson** in the Louisville office.

BTI Consulting Group recently selected **Stites & Harbison, PLLC** as a client service leader in the prestigious *BTI Client Service A-Team 2019: The Survey of Law Firm Client Service Performance*. BTI's Client Service A-Team is regarded as "the gold standard to assess how law firms honestly stack up in client service and delivery."

Sturgill, Turner, Baker & Moloney, PLLC announced that **L. Scott Miller** has been promoted to Member of the firm.

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.*

Jim Mischner

"Private Mortgage" Lender

Jim Mischner is a "private mortgage" lender. He loans his own money to real estate investors who either are purchasing non-owner occupied properties or are refinancing the non-owner occupied properties they already own. These properties include commercial, multi-family and all rental properties.

644 N. Broadway • Lexington, KY 40508

859.806.1932

www.jimmischner.com

Commerce Lexington Inc.
330 East Main Street, Suite 100
P.O. Box 1968
Lexington, KY 40588-1968

Periodical
Postage PAID
at Lexington,
Kentucky

COMMERCE LEXINGTON: UPCOMING EVENTS

FEBRUARY 2019:

6 **Leadership Lexington Youth Program presented by UK HealthCare**: Ambassador for Change Day.

7 **Business Link sponsored and hosted by Blue Grass Airport** (4000 Terminal Drive), 4:30 - 6:30 p.m. - SEE PAGE 9

12 **Economic Outlook Conference**, 8 a.m. - Noon, at Lexington Center. More at **http://gatton.uky.edu/economic-outlook**.

14 **Leadership Lexington presented by Lexus of Lexington**: Government Day Session.

20 **Policy Luncheon presented by Kentucky American Water** featuring Mayor Gorton, 12 - 1:30 p.m., at Hyatt Regency Lexington. - SEE PAGE 7

20 **Leadership Central Kentucky presented by LG&E and KU Energy** at Madison County.

MARCH 2019:

5 **Opportunity Exchange presented & hosted by Republic Bank** (333 W. Vine St.), 4:30 - 6:30 p.m. - SEE PAGE 7

6 **Leadership Lexington Youth Program presented by UK HealthCare**: Higher Education Day.

12 **EMERGE Conference presented by Forcht Bank** at University of Kentucky Student Center (160 Avenue of Champions), 8:30 a.m. - 4:30 p.m. - SEE PAGE 15

14 **@330 Series presented by Distillery Heights**, 3:30 - 5:30 p.m., at CLX's first floor conference room. - SEE PAGE 8

14 **Leadership Lexington presented by Lexus of Lexington**: Economic Development Day Session.

20 **Leadership Central Kentucky presented by LG&E and KU Energy** at Woodford County.

21 **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.

MAY 2019:

8-10 **2019 Leadership Visit presented by Central Bank & Trust Co.** to Raleigh, North Carolina. - SEE PAGE 10

NATION'S #1 CHAMBER
Association of Chamber of Commerce Executives
2016 Chamber of the Year