

BUSINESS FOCUS



OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | JANUARY 2019 | VOLUME XXVII, ISSUE I

COMMERCE LEXINGTON INC.

ANNUAL DINNER

JANUARY 24, 2019
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is Thursday, January 17

EMERGE Conference is March 12

Commerce Lexington Inc. Releases
2019 Public Policy Statements

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2019 EMERGE Conference is
Tuesday, March 12th



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



KEMI Presents CLX Annual
Dinner on January 24th



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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.

Message from the Chair: “Constructing Bridges” to a Better Future

“I am a firm believer in the power of collaboration and working together to achieve greatness. I also believe that we can find innovative ways to promote economic growth, while preserving what makes our community unique. However, that starts with compromise and finding opportunities to meet in the middle – something we see far too little of these days across our nation.

That’s why you’ll hear me talk about “Constructing Bridges” throughout my time as Chair of Commerce Lexington Inc.’s Board of Directors. In the literal sense, bridges connect you to where you want to go. Likewise, building strong bridges, or relationships, across the Bluegrass helps our community get to where we want it to go.

Commerce Lexington is helping to be a bridge to the next generation of leaders through its leadership development programs, the rapidly-growing EMERGE Conference, and its partnership with Fayette County Public Schools’ Academies of Lexington. Providing unique experiences, broadening horizons, and provoking discussion on key issues helps create a level of understanding for different perspectives that is often necessary to overcome challenges.

We must also be a bridge to helping all businesses succeed, but even more so to our growing minority-owned, women-owned, and small business segment. That’s why it’s important for Commerce Lexington to have the Access Loan small business financing program, the Minority Business Accelerator initiative, and the Business Owners Advisory



JEFF KOONCE
2019 BOARD
CHAIR

WESBANCO BANK

Boards, as well as support the area’s many entrepreneurial events through SPARK. Since its inception in 2001, the Access Loan Program has facilitated \$19.2 million in financing for small businesses, or an average of just over \$1 million per year during that time.

Our economic development team annually connects with upwards of 160 existing businesses in the region and 150 site selection consultants around the world. Again, it’s about building those relationships with key decision-makers in business relocation and expansion.

We always say that everything we do at Commerce Lexington is tied to economic development, but without the right policies from government leaders, our efforts to grow business become more difficult. Relationships across the political spectrum are extremely important, and that’s why Commerce Lexington hosts its Public Policy Luncheon Series, an annual D.C. Fly-In, the Kentucky Regional Tour, and many other briefings and networking opportunities with elected officials.

Commerce Lexington is looking forward to working with our new mayor and our many community partners to build bridges to a better future for our community. I want to personally thank Karen Hill for her exemplary leadership as our 2018 Board Chair. It is an honor for me to serve in this way in 2019, and I look forward to working with many of you throughout the year.”

Wednesday,
February 13, 2019
8:00 a.m. to 12:00 p.m.
Lexington Convention Center

 **Gatton College of
Business and Economics**

For more information about the event,
call 859.257.8746 or 1.800.284.6407
or register online at
Gatton.uky.edu/economic-outlook



The 2019 Economic Outlook Conference

sponsored by *Central Bank*

Come learn about the future of Kentucky businesses with more than 250 experts who attend each year to address the outlook for the local, state, and national economies.

Hear from expert sources including:

- » Dr. Loretta J. Mester, *President and CEO, Federal Reserve Bank of Cleveland*
- » Dr. Jenny Minier, *Sturgill Professor of Business and Public Policy, Director of the Center for Business and Economic Research, and Professor of Economics, Gatton College of Business and Economics*
- » Dr. William Hoyt, *Chair and Gatton Professor of Economics, Gatton College of Business and Economics*
- » Mr. David O’Neill, *PVA, Property Valuation Administrator, Fayette County, Kentucky*

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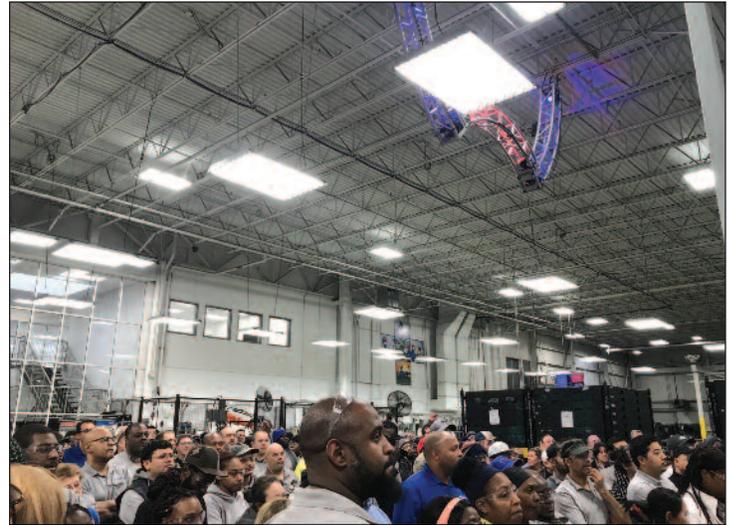
- » Lexington-Bluegrass Association of REALTORS



A COLLABORATIVE EFFORT OF THE BLUEGRASS BUSINESS DEVELOPMENT PARTNERSHIP (BBDP)



SUBMITTED BY CLX ECONOMIC DEVELOPMENT DIVISION: GINA GREATHOUSE, HANNAH CRUMRINE, KIMBERLY ROSSETTI & RYAN KAFFENBERGER



TOP LEFT: John Wilder, plant manager of Webasto Roof Systems, addressed the crowd during the 20th anniversary celebration of Webasto's location to Lexington. TOP RIGHT: A great crowd turned out for the event, which also marked 20 years for the Blue Grass Business Park.

Commerce Lex. Celebrates 20th Anniversary of Blue Grass Business Park

In late November, Commerce Lexington Inc. celebrated the 20th anniversary of Webasto's location to Lexington and of the Blue Grass Business Park (BGBP). The BGBP was founded 20 years ago by Commerce Lexington Inc.

In 1998, Lexington United, a non-profit economic development group, optioned 100+/- acres of land for the purpose of forming a business park to create high wage manufacturing jobs in Lexington. Lexington United sold various parcels of land to several automotive-related companies.

In 2005, after Lexington United was merged into the Chamber to create Commerce Lexington Inc., we took a bold step and financed the purchase of the remaining land through a low interest loan offered via the Kentucky Cabinet for Economic Development. Commerce Lexington Inc. funded infrastructure improvements of water, gas, sewer, and roads through individual

land sales.

Today, the Park is full and is home to Webasto Roof Systems, Tiffany & Co., Big Ass Fans, KITO U.S.A., Harbor Steel, Birtley, and Kentucky Eagle. These companies employ over 1,600 residents with an average annual wage of over \$44,000. Per acre, the BGBP generates more than \$770,000 in payroll. Regionally, the indirect inter-industry transactions and induced household spending that result from activity at the BGBP creates an economic ripple effect that accounts for nearly 2,000 jobs and nearly \$71 million in additional payroll. In total, the BGBP produces approximately \$17 million in state and local tax revenues annually.

Commerce Lexington Inc. appreciates the investment these companies have made in Lexington to create high-paying, quality jobs for our residents.

Commerce Lex. E.D. Team Attends ALL RISE Conference

In mid-December, the Commerce Lexington Inc. economic development team attended and participated in the All RISE conference for partners in the state's Regional Innovation for Startups and Entrepreneurs (RISE) initiative. All RISE convened leaders and consortium representatives from across the state to share best practices and to identify opportunities for collaboration. Our team is a part of the Awesome Center for Entrepreneurship, a division of Awesome Inc, which is leading RISE for Central Kentucky. ACE was chosen to lead central Kentucky's efforts to serve, attract, and develop more innovation and high-growth startups.



STAT OF THE MONTH: Lexington's Thriving Entrepreneurial Ecosystem

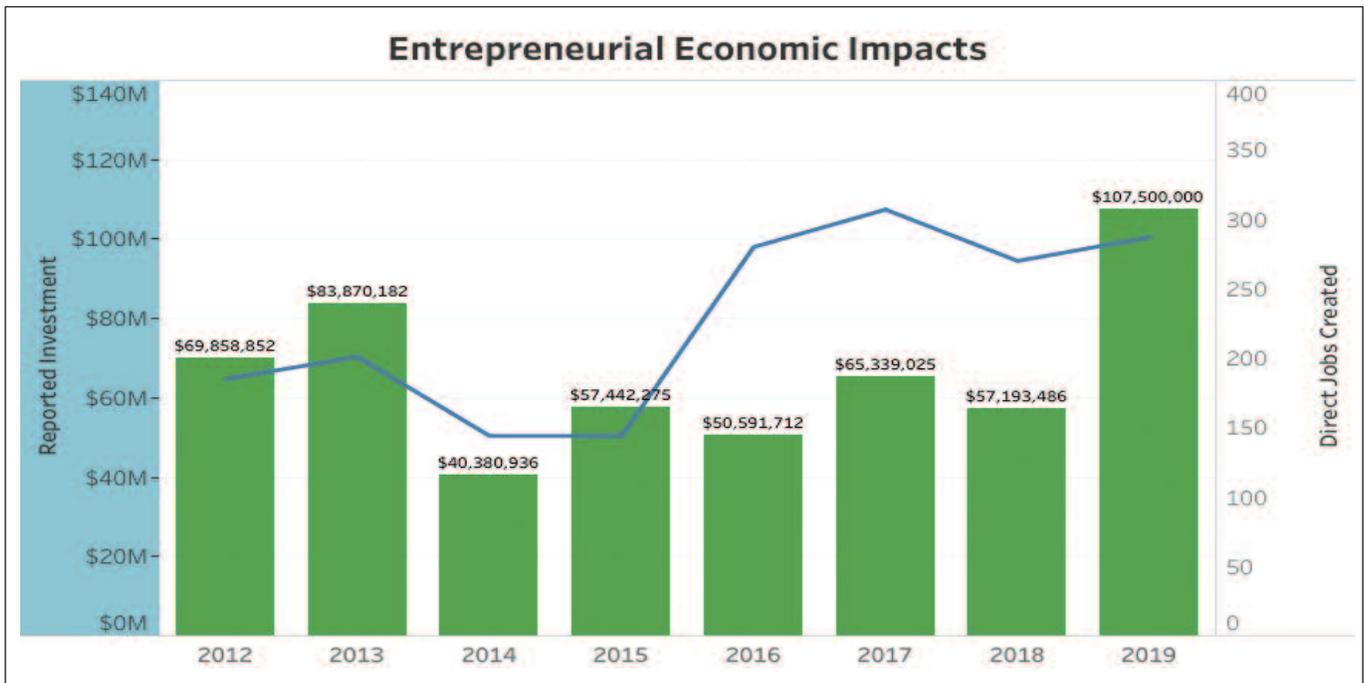
This year was a big year for Lexington's entrepreneurial community. The year included announcements of record setting investments into the city's entrepreneurs and their community partners. At the 2018 SPARK Celebration, a Bluegrass Business Development Partnership initiative, entrepreneurs were recognized for creating 287 new jobs in Lexington, amongst other positive economic impacts. The celebration also included an announcement from the Kentucky Cabinet for Economic Development (CED) stating that the Awesome Center for Entrepreneurship (ACE), a division of Awesome Inc, had been selected to lead the Lexington partnership under CED's new Regional Innovation for Startups and Entrepreneurs (RISE) initiative. The RISE award demonstrates how the KCED is moving the region and state forward by investing their resources into fueling innovative, high-growth businesses.

The work of the city's entrepreneurs and community partners in 2018 deserves to be celebrated and already has been recognized by national rankings. These successes are evidence of Lexington as a thriving entrepreneurial ecosystem. Following are a few of the highlights from 2018.

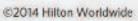
- Lexington entrepreneurs set a record for capital funds raised with over \$107 million.

- Lexington entrepreneurs created 287 direct jobs paying an average wage of \$69,580 and an annual direct payroll of nearly \$20 million.
- The U.S. Patent and Trademark Office recognized 272 patents from Lexington (as of November 19, 2018).
- In Fiscal Year 2018, the University of Kentucky Office of Technology Commercialization had 101 inventions disclosed, 23 patents issued, and 29 license and options executed.
- 5 Across, Lexington's pitch competition for entrepreneurs, set a record with 806 attendees in 2018. This includes their largest single event with 203 attendees.
- Lexington was ranked the #18 Best of the Midwest: Startup Cities by Midwest Startups.
- Lexington was ranked a Top 10 Best City for Entrepreneurs by The Penny Hoarder.

Read more about this topic and others on the economic development BLOG at <http://news.locateinlexington.com>.







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EGYPT TRIP INFO MEETING IS JAN. 17

Explore 'Land of the Pharaohs' During Egypt Trip in 2019

For the ninth consecutive year, Commerce Lexington Inc. is offering a unique group travel opportunity for its members and the general public. In 2019, Commerce Lexington is partnering with Aventura World for a 10-day, 8-night trip to Egypt from **September 21-30**.

Explore the Land of the Pharaohs and experience the fascinating stories of the ancient world as you tour Cairo's medieval mosques, the pyramids of Giza, grandiose Karnak and the Luxor temples, the Valley of the Kings, and more. In the company of an expert Egyptologist guide, we'll cruise the mighty Nile River aboard the deluxe vessel and spend four nights at the luxury hotel in cosmopolitan Cairo. An optional extension to Alexandria is also available.

INFORMATIONAL MEETING:

For those who would like to learn more about this travel opportunity to Egypt, an Informational Meeting will be held on **Thursday, Jan. 17**, from 5:30-7:00 p.m. in Commerce Lexington's first floor conference room. A representative from Aventura World will be on hand to discuss the itinerary and answer questions. RSVP to Angela Carlos at (859) 226-1608.

REGISTRATION:

Early bird pricing of \$4,299 per person for CLX members and \$4,399 per person for non-members is available for the Egypt trip **until February 28, 2019**. Price includes hotels, most meals, day trips and airfare from New York's JFK Airport. For registration and itinerary information, contact Angela Carlos at (859) 226-1608.

THURSDAY, JANUARY 24, 2019 | 5:00 - 8:30 P.M.

KEMI Presents 2019 CLX Annual Dinner Jan. 24

Commerce Lexington Inc.'s 2019 Annual Dinner **presented by Kentucky Employers' Mutual Insurance** will be held on **Thursday, January 24**, at Lexington Center's Bluegrass Ballroom. The pre-dinner reception is scheduled from 5:00-6:00 p.m., while dinner and the program will begin at 6:00 p.m. Join us for great networking, good food, and a little business, as we take a look back at 2018 and highlight the organization's focus for 2019. We'll also present several awards, including the Ambassador of the Year, Volunteer of the Year, Public Policy Advocate of the Year, and our Distinguished Leader Awards from our Leadership Lexington youth and adult programs.

PRESENTED BY



TO REGISTER:

The cost to attend the 2019 Commerce Lexington Inc. Annual Dinner is \$95 per person, or \$950 per table of ten. To register, call (859) 254-4447 or register on-line at www.CommerceLexington.com.

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TUESDAY, MARCH 5 | 4:30 - 6:30 P.M.

Make Connections at Spring Opportunity Exchange on March 5

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It's just easier here.

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. Several large companies and organizations will have purchasing professionals on hand. The featured speaker will be **Albert C. Smitherman**, President of Justin Construction.

Commerce Lexington Inc.'s Minority Business Development (MBD) program works to promote and sustain the economic growth, development and self-sufficiency of ethnic minority business owners and entrepreneurs; recruits minority-owned businesses into the seven-county Lexington MSA and Commerce Lexington; and provides business referral services to the appropriate minority business assistance agencies.

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.

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MBD PROGRAM SPONSORS

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BRONZE LEVEL:

Blue Grass Airport
Park Community Credit Union

TUESDAY, MARCH 12, 2019 | 8:00 A.M. - 5:00 P.M. | UK STUDENT CENTER

EMERGE Conference is Tuesday, 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.



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Commerce Lexington Inc. Highlights Legislative Focus Areas for 2019

From taxes and regulation to health care and education to energy and environmental issues, government impacts all aspects of economic development. Commerce Lexington Inc. is proud to work on behalf of our members and the business community as an effective public policy voice at all levels of government to improve Kentucky's business climate. Throughout the year, Commerce Lexington's Public Policy Council researches, analyzes and discusses important policy issues from the perspective of how it may affect the Central Kentucky business community, then recommends advocacy position statements. The group is comprised of more than 45 volunteer leaders and represents a cross section of Commerce Lexington's 1,700-plus member businesses and organizations.

Please take a few minutes to review the **2019 LEGISLATIVE FOCUS** inside this issue of BUSINESS FOCUS to learn about issues Commerce Lexington Inc. will be tracking on behalf of the business community at the local, state and federal levels this year. Additionally, below is a brief summary of some of the issues we will be engaged with in the beginning of 2019.

In January, state lawmakers return to Frankfort for a 30-day Regular Session. The dynamics will be different with more than 30 new members, and the same as Republican maintain super-majorities in the House and Senate. The "short" session occurs in odd-numbered years and is historically focused on policy items rather than budget issues. One of the priority issues is expected to be another attempt at reforming the state's financially-troubled public employee pension systems.

With more than \$43 billion in unfunded liabilities, Kentucky has one of the worst pension systems in the nation. Despite the special session deadlock, legislative leaders have said that pension reform will be a top priority in 2019. Commerce Lexington will continue to support reforms that ensure long-term financial solvency for the systems and improve Kentucky's economic competitiveness without crippling local governments ability to provide essential services.

Other priority state issues for Commerce Lexington in the 2019 Legislative Session include:

- Modifying the state's tax code to improve the business climate and provide local governments with more flexibility.
- Reforming the state's unemployment insurance system to keep costs

and benefits competitive with surrounding states and increase workforce participation.

- Clarifying arbitration laws to ensure private.
- Improving workforce development resources and programs.
- Supporting efforts to tackling the opioid and drug epidemic.
- Supporting additional funds for transportation projects critical to economic development through a model that is more equitable to areas with greater road use and reflects changes in use.

At the local level, Commerce Lexington Inc. will monitor regulatory and environmental and other economic development issues. CLX continues to advocate for more land for job creation and efforts to improve the education and workforce development systems in Lexington. This includes the partnership with The Business and Education Network and its work to identify current and future workforce needs and develop a plan to meet those needs through collaborative community partnerships, such as the Fayette County Public Schools' Career Academies.

At the federal level, Commerce Lexington Inc. will continue to monitor trade issues and provide feedback to the Kentucky delegation about the impacts of tariffs on Central Kentucky businesses. In July, Commerce Lexington will take a delegation of regional business and community leaders to Washington, D.C., for a two-day Fly-In. The visit will include meetings with members of the Kentucky Congressional Delegation and their staffs to discuss the impact of federal policies on local businesses.

Commerce Lexington will also host the Public Policy Luncheon series presented by Kentucky American Water. The purpose of the series is to educate members about key policy issues and offer opportunities for members to engage with key policy leaders. The first luncheon of the series is scheduled for **Thursday, February 20** with new **Lexington Mayor Linda Gorton**.

FOR MORE INFORMATION:

If you have questions, need assistance with a policy issue, or would like to get involved with advocacy efforts, contact **Andi Johnson**, Chief Policy Officer and Director of Regional Engagement, at ajohnson@commercelexington.com or (859) 226-1614.



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January 17 Ouita Michel Chef & Restaurateur	February 7 Holly Sheilley V.P. Student Life/Athletic Director Transylvania University	March 6 Linda Gorton Mayor Lexington	March 27 Ann Reed Regional President Kroger	April 18 Amy McGrath Lt. Colonel (Ret.) U.S. Marine Corps



LEGISLATIVE FOCUS 2019

LOCAL | STATE | NATIONAL

PUBLIC POLICY STATEMENTS



COMMERCE LEXINGTON INC.

REPRESENTING YOUR BUSINESS IN GOVERNMENT

Business leaders are often too busy attracting investments and creating jobs to focus large amounts of time on monitoring legislation and regulations, analyzing their effect and advocating for their passage, defeat or modification. That's why Commerce Lexington Inc. and its Public Policy Council gather the top experts in a variety of industries, harness that knowledge, and advocate for the interests of business in the halls of our State Capitol or the Lexington-Fayette Urban County Government to create a more business-friendly environment. Each year, we work with you – our members – to identify issues affecting the business community and spotlight the best public policy solutions. Our strong working relationships with local, state and federal officials mean that you will be well-represented and your voice will be magnified by the more than 1,700 members on whose behalf we speak.

CONTACT:

Andi Johnson
Chief Policy Officer and
Director of Regional Engagement
Phone: (859) 226-1614
ajohnson@commercelexington.com

CLX PUBLIC POLICY PROCESS

Commerce Lexington Inc.'s Public Policy Council is the bricks, mortar and labor that make the structure that is Commerce Lexington's Public Policy effort. The council members and chair are all volunteers and represent a variety of non-profit, local government, large and small businesses, education groups and utilities representing a broad spectrum of Commerce Lexington's members. The Council's Chair is appointed annually by the Chair of the Board of Commerce Lexington.

The Public Policy Council meets monthly May through December and establishes the agenda for Commerce Lexington for the upcoming session. During these meetings, the Council hears from a variety of groups, non-profits and businesses that want to join Commerce Lexington in advocating for their positions in Frankfort and Washington.

After the Public Policy Council approves the policy statements, the positions are then approved by Commerce Lexington's Executive Board. Once approved, the statements are published annually in Commerce Lexington Inc.'s "Legislative Focus." Copies of the agenda are distributed to all of Commerce Lexington Inc.'s members, all 138 members of the General Assembly and the Governor's Office.

In the heat of a Legislative Session, there are always important and timely legislative issues and bills that arise. When the Public Policy Council is asked to weigh-in on legislation, emergency meetings take place for the Council to take up the legislation and create Commerce Lexington's position. The position is then presented to the Executive Board for approval if time allows.

U.S. Capitol Building





FUELING LEXINGTON

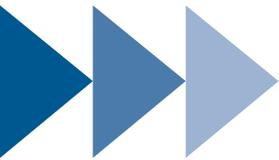
Kentucky Coal Association is dedicated to informing and educating Kentucky citizens about the coal industry and its vital role in the state's future. We provide a united voice for an industry that has been and remains a critical economic contributor to Kentucky.

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WWW.KENTUCKYCOAL.COM



2018 Kentuckians in Washington Summer Reception during Central Kentucky's Washington Fly-In in July.



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WHAT CLX DOES FOR YOUR BUSINESS



CLX's Public Policy Division:

- ▶ Actively monitors all legislative activity from Urban County Government, the Kentucky General Assembly and the U.S. House and Senate.
- ▶ Provides extensive lobbying efforts for small and large businesses, non-profits and education groups at a local, state and federal level.
- ▶ Conducts extensive lobbying and monitoring of legislative and ordinance activity with the LFUCG Council and the Mayor's Office - a product only a local chamber can provide.
- ▶ Monitors all Kentucky Administrative Regulations and actively participates in opposing regulations that negatively affects business.
- ▶ Monitors and participates in critical environmental activity including the EPA/LFUCG Consent Decree and air and water quality regulations at a local, state and federal level.
- ▶ Participates in legislative and legal coalitions, submitting letters, filing legal briefs, and testifying on behalf of business with pending court cases or at committee meetings.
- ▶ Provides weekly e-mail updates during Legislative Sessions to all Commerce Lexington Inc. members communicating important bills and action that impacts the bottom line for area businesses.
- ▶ Creates numerous networking opportunities throughout the year for members to interact with our local, state and federal delegation and their staff to communicate the needs of Central Kentucky Businesses.
- ▶ Organizes an annual regional Washington Fly-In to present the needs and concerns of Central Kentucky's businesses to Washington.

Public Policy Luncheon Series

This event series is a unique opportunity for members and guests to network over lunch and hear from leading State and National officials about current events and critical issues confronting our region, state, and country. Over 1,000 people attended the Public Policy Luncheon series in 2018, featuring U.S. Senator Mitch McConnell, Kentucky Agriculture Commissioner Ryan Quarles, **U.S. Transportation Secretary Elaine Chao (pictured below)**, and Lexington Mayoral Candidates Ronnie Bastin and Linda Gorton.



Bowling Green Mayor Bruce Wilkerson, Warren County Judge Executive Mike Buchanon, and Bowling Green Chamber President Ron Bunch spoke to the Kentucky Regional Tour delegation in October.

Kentucky Regional Tour

Commerce Lexington Inc. recognizes the vital role that other Kentucky regions play in Central Kentucky's economy. Since 2009, Bluegrass leaders have toured portions of Eastern Kentucky, South Central Kentucky, Northeastern Kentucky, areas in and around Louisville, Northern Kentucky, and Western Kentucky to get a better understanding of challenges in those areas, and learn about successful projects and initiatives. State lawmakers consistently vote on projects that impact the Bluegrass, so this is our way of recognizing their efforts and support. **In October 2018, a group of about 50 people visited and studied Bowling Green.**

Washington, D.C. Fly-In

The Bluegrass Region's Annual DC Fly-In is comprised of Central Kentucky's leaders from the business community, non-profit sector, post-secondary institutions and local elected officials who travel to Washington, D.C. to meet with Kentucky's federal Congressional delegation to advocate on behalf of the region's federal legislative agenda. In addition to meeting with Kentucky's federal delegation, the DC Fly-In affords participants the opportunity to hear from various leaders and policy experts on Capitol Hill over a two-day period. **About 50 regional leaders participated in the D.C. trip in July 2018.**

Central Kentucky Day at the Capitol

The focus of this event is to provide an opportunity for advocacy, relationship building and issue education in Frankfort during the 2019 General Assembly. During the day-long event, business and community leaders from Central Kentucky, local and state elected officials, local chambers and economic development groups will come together in Frankfort to discuss state policy issues of importance to the region. During the visit, meetings will be held where attendees will interact with state legislators and top-level Executive branch officials and other issue experts. A lunch event will be hosted for attendees in the Capitol Annex. Other invitees to the special legislative lunch include the Governor's Office and staff, Executive Branch officials and all state legislators.

Fayette County Public Schools

Commerce Lexington fully supports the Fayette County Public Schools (FCPS) Strategic Plan, *Expect Excellence*, developed with input from more than 18,000 stakeholders including students, staff, families, community and business leaders, and adopted by the Fayette County Board of Education. The five imperatives: Excellent Student Opportunities, Excellent Schools, Excellent Staff, Excellent Supports and Excellent Relationships will guide the work of the district. Commerce Lexington is encouraged by the development and implementation of the strategic plan to transform Fayette County Public Schools. The business community is committed to partnering with FCPS in efforts aimed at ensuring excellence, equitable access, opportunity, career-based learning and participation for every student to meeting the districts two moral imperatives: to accelerate the academic success of students reaching toward proficiency and to challenge students who have already reached proficiency to become more globally competitive. We are also encouraged by the transparency and accountability provided by the district in reporting its progress through status trackers, school and district report cards and an annual *State of the Schools* publication, as well as the alignment of district priorities to budget planning.

Family & Community Engagement

Family and community engagement through shared accountability and advocacy are critical to ensuring that Lexington has a world-class system of great schools. As our community has grown and changed, students carry heavier burdens with them to school, such as the effects of food scarcity, housing insecurity and homelessness, poverty, and community-based trauma – all of which can be barriers to academic achievement. Family and community engagement are truly embraced within a community by collectively recognizing the various ways to effectively support children’s learning and health development within the home and school. Students with engaged families earn higher grades, have an increased ability to adapt, possess better social and emotional skills, exude better behavior, attend school more regularly, exhibit faster rates of literacy acquisition, and graduate to go on to higher educational pursuits and careers. Recognizing that every child deserves a champion, Commerce Lexington supports innovative approaches to increase capacity to support the engagement of families and other caring adults as partners in schools. Initiatives include: Family University, Give 10, Summer SLAM and the Real Men Read programs to provide avenues for family education and community advocacy. Commerce Lexington is committed to supporting these and other efforts that help transform schools from the outside in by strengthening families, neighborhoods and communities.



About 1,300 freshmen students from three Academies of Lexington high schools attended a Career Exploration Event presented by Lexmark.

STEM is Critical to Compete

Commerce Lexington supports legislative and local district efforts to increase graduates in the Science Technology, Engineering, and Mathematics (STEM) disciplines to meet the ever-growing needs of employers. Commerce Lexington believes Kentucky students should be challenged at all educational levels and provided the instruction they need to succeed in the new global economy. Improving academic achievement of all students can be done by encouraging rigorous and relevant courses and career-related experiences. Critical to Kentucky’s ability to compete in the global economy is a commitment to increasing the focus on STEM in our schools through learning opportunities that provide enrichments and exposures in aviation and aeronautics; agriculture, and related agri-science; computer and informational sciences; health care, biotechnology and biomedical sciences to name a few. Commerce Lexington also supports utilization of secondary career and technical education programs comprised of project-based learning to further this goal. An increased focus on STEM disciplines, however, does not mean the exclusion of arts and social science curriculum.

Kentucky Education Television (KET)

Commerce Lexington fully supports the lifelong educational programming and work KET delivers to schools and the public. Through technology, KET provides access, equity, and quality educational resources focused on student achievement and teacher preparedness. In addition, KET plays a key role in assisting Kentuckians with less than a high school education with receiving their GED.

Financial Literacy

Commerce Lexington supports the inclusion of “Financial Literacy” education in Central Kentucky’s school classrooms. This training can be achieved through traditional curriculum development or through private-public initiatives such as Junior Achievement of the Bluegrass partnership with the Fayette County Public Schools. Financial literacy programs introduce students to important life skills and concepts such as budgeting, banking, understanding the difference between debit and credit cards, using credit responsibly and financial planning, as well as investments such as stocks, bonds and other securities. In addition to providing students with a skill set essential for a successful future, Commerce Lexington believes that financial literacy education in our schools is imperative to training a future workforce that is an attractive local resource for new business and economic development.

Support Robust & Relevant Standards for College & Career Readiness

Commerce Lexington supports standards that are designed to be robust and relevant to the real world, reflecting the knowledge and skills that our young people need for success in post-secondary education and careers. With Central Kentucky students fully prepared for the future, our communities will be positioned to provide the workforce needed to compete for business retention and recruitment.

Quality Education Investments

Commerce Lexington urges policymakers to make education funding a top priority in the budget process. We recognize numerous studies have determined that Kentucky’s education funding is inadequate and oppose further cuts to the base funding and flexible focus funds (i.e. Extended School Services, Preschool, Professional Development, Textbooks and Safe Schools). We support quality investments in our children’s education and oppose using local school district’s reserve funds to balance the State Level General Fund. Commerce Lexington fully supports all investments in early childhood education including quality preschool and an equitable, full-day kindergarten program statewide to achieve school readiness. Commerce Lexington supports the General Assembly increasing the number of school days closer to the national average of 180 days, and the international average of 193 days. Commerce Lexington opposes the state mandating a local school district’s calendar and advocates for keeping local decision-making reflective of the needs of each community.



Empower the Future™

During the 2017-2018 school year, Kentucky’s JA offices served **126,433 students** in **5,095 classrooms** across the Commonwealth providing **993,062 instructional hours**.

Junior Achievement®

Financial Literacy | Work Readiness | Entrepreneurship

University of Kentucky

Commerce Lexington recognizes and supports the critical role UK plays in workforce development, health care, and economic development for Lexington and all of Kentucky. States with nationally-recognized public research universities have healthier, more prosperous citizens. Commerce Lexington urges the Governor and General Assembly to continue to support UK by supporting the Performance Funding model agreement reached by the working group consisting of members of the executive branch, the legislative branch, and the universities.

- ▶ In the last seven years, UK initiated or approved some \$2.3 billion in capital investments to improve student success, instruction, research and discovery, and health care. Approximately 91 percent of that investment is the result of public-private partnerships, philanthropy, strategic use of university resources, and support from UK Athletics.
- ▶ UK welcomed successive record-setting, first-year classes that have joined the UK family and moved total enrollment to nearly 30,500. These students are succeeding at higher levels, translating to record degree attainment, including nearly 7,100 degrees conferred over the last academic year.
- ▶ Faculty and staff researchers added to a growing portfolio of transformative research, discovery, and creative scholarship. In fiscal year 2017-18, UK received \$333.8 million in research awards—signifying that UK is a major player among research institutions in the country. In addition, UK owns 601 worldwide patent assets, illustrating the commercial opportunities of research and directly impacting the economy of central Kentucky.
- ▶ UK HealthCare—Kentucky’s top hospital for the last three years—continues to meet the needs of patients and families who require complex, quality health care through its network of providers and state-of-the-art academic medical center. Annual patient discharges exceed more than 40,900 annually and have grown by more than 114 percent since 2003. Over 6,900 jobs have been created - all with no additive state appropriations to UK HealthCare.
- ▶ In total, the \$3.9 billion flagship and land grant research university yields a 12-fold return on the Commonwealth’s investment. UK employs more than 20,000 people paying more than \$106 million in state and local taxes. UK has spent nearly \$5.5 billion with Kentucky companies since 2011, and UK Extension Services reached 1.16 million Kentuckians through nutrition education programs, healthy living initiatives, 4-H, and modern farming practices last year.
- ▶ UK recently launched “Kentucky Can: The 21st Century Campaign” – a \$2.1 billion comprehensive campaign focused on six major areas of the university: student success, health care, research, endowment, alumni, and athletics. The campaign is designed to engage donors and increase private support for student scholarships and financial aid, research and discovery that addresses Kentucky questions, and to further endow programs critical to the long-term success of the university.



KCTCS/BCTC: Enhance Technical Skills Training

The Kentucky Community and Technical College System (KCTCS) is the largest provider of higher education, online education and workforce training in the Commonwealth. Bluegrass Community and Technical College (BCTC), a member college of the system, serves Central Kentucky. The central mission is to provide a well-trained workforce and pathways to a bachelor’s degrees in central Kentucky and the Commonwealth. To achieve this goal, KCTCS is aligning its strategic plan with other education and workforce agencies and organizations, BCTC is working with local employers to ensure the curriculum meets local needs, and KCTCS/BCTC is maintaining the lowest tuition of postsecondary institutions in Kentucky. Many Central Kentuckians - including incumbent workers, job seekers who need updated skills, or high school students planning for careers – need access to high quality skills training. Commerce Lexington supports KCTCS and BCTC in their efforts to support regional business development, enhance technical skills training, provide “work ready” employees and create a seamless pathway to a bachelor’s degree. Commerce Lexington supports increasing funding to scholarships to expand access to technical skills training and high school dual credit.



Economic Development Incentives

Commerce Lexington supports the development of new incentives and investment strategies to help Kentucky's businesses grow and prosper in today's global economy. Although not a substitute for comprehensive tax reform, Commerce Lexington supports incentive programs designed to encourage the growth of high wage jobs, long-term investment in strategically defined industry sectors, small business promotion, or other significant economic development projects that demonstrate a clear return on investment and would not otherwise occur without the incentive.

Commerce Lexington urges lawmakers to continue to support, and in some cases, consider enhancements to the state incentive programs promoting business growth and job creation, such as the Kentucky Business Investment program (KBI), Kentucky Enterprise Initiative Act (KEIA), Kentucky Reinvestment Act (KRA), Kentucky Investment Fund Act (KIFA), SBIR/STTR matching program, and the Kentucky Skills Network workforce training programs.

Commerce Lexington supports a modification of the Kentucky Reinvestment Act (KRA) to include service and technology firms in addition to manufacturing firms within the KRA program to retain service and technology jobs in the Commonwealth. Commerce Lexington supports linking the tax credits directly to job retention and would support implementing minimum requirements for companies to meet before the tax incentives become available.

R&D Investment Incentives

American corporations focus their research and development activities on the development of new products, processes, and services while relying on research universities to do basic scientific research. In order to supplement basic research investment by federal agencies, Commerce Lexington supports the establishment of federal and state tax incentives to encourage corporations to make cash investments or endowment gifts to research departments or proof of concept centers of public research universities. Incentives should also be in place to encourage corporations to make investments in high-tech, high-risk start-up technology companies.

Bluegrass Business Development Partnership

Established in 2007, Commerce Lexington continues to support its partnership between the Lexington-Fayette Urban County Government, the University of Kentucky and the Kentucky Small Business Development Center to encourage economic development, investment and job growth in Central Kentucky. Since its inception the Bluegrass Business Development Partnership has been an effective one-stop shop for the economic development needs of its clients. This program has served over 18,403 clients and announced the creation of nearly 14,613 new jobs and nearly \$4 billion in capital investment.



Land Use Planning

Commerce Lexington supports local control and decision-making in the areas of land use planning. Commerce Lexington believes it is imperative for regional communities to collaborate and coordinate regional planning efforts related to natural resources, housing, utilities, economic development, transportation and the possibility of revenue sharing. Through the Bluegrass Alliance and Central Kentucky Policy Group, Commerce Lexington works closely with local governments, economic developers and community leaders throughout central Kentucky to develop a common vision for the prosperity of our region.

- ▶ Commerce Lexington encourages communities to develop comprehensive plans that balance the need for housing and economic development while protecting agriculture industries and natural resources.
- ▶ Affordability of housing is not just an issue for low income central Kentuckians. Availability and affordability of housing is an issue of concern for expanding and relocating companies. As we plan for continued growth and development, we must evaluate the impact each decision has on our ability to develop and maintain housing options within the reach of all our citizens.
- ▶ Commerce Lexington supports policies and initiatives to provide a sufficient supply of land that is readily available for economic development opportunities and job creation through a public and/or public-private business park aimed at recruiting high wage jobs. This includes the land exchange agreement between the LFUCG and the University of Kentucky to make 200+ acres available for jobs at UK's Coldstream Research Park.
- ▶ Commerce Lexington will continue to advocate for jobs land to include the following components such as but not limited to: shovel-ready, properly zoned, infrastructure and transportation access, large block tracks, and competitive pricing.

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High-Tech Ecosystem

Commerce Lexington supports initiatives that encourage the continued development of the knowledge-based economy in central Kentucky. We support policies that facilitate the development and retention of high-tech manufacturing and biotechnology investments in our region and specifically encourage additional research and development and technology transfer activity. Commerce Lexington will be an advocate for public/private partnerships that move ideas to theory, theory to applied research, and applied research to profitable commercial application. To help provide additional financial support enabling such business activity to occur, Commerce Lexington supports the development of seed capital funds that focus on central Kentucky investments and the promotion of innovative companies to existing venture capital firms.

- ▶ Commerce Lexington encourages the federal government to continue the Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) and for Kentucky to continue funding the state's match program for these start-up companies.
- ▶ We urge state government to support policy changes to the state's SBIR/STTR grant matching program that target investments in the most viable companies for commercialization, provide those businesses with more entrepreneurial support to aid growth and allow for the state to have a greater return on investment (ROI) for those incentives.
- ▶ Commerce Lexington also supports continued funding of the Kentucky Innovation and the Angel Investors Networks.

Expand Wireless and Wired Broadband Infrastructure

In a 21st century global economy, our telecommunications infrastructure is crucial. The progress we have seen in Kentucky in recent years, in terms of accessibility to and adoption of broadband internet, has been remarkable. In fact, from 2013 to 2015, more than 800,000 Kentuckians gained access to broadband. Seventy percent of those new connections were in rural Kentucky. Based on the Federal Communications Commission *2018 Broadband Deployment Report*, Kentucky has moved from 47th in the nation to 37th, a significant jump that is due to the substantial investment of private risk capital by Kentucky's communications providers.

Many of Kentucky's surrounding states offer tax exemptions to incentivize expanding and upgrading networks and/or broadband buildout grants to aid the private sector in deploying last mile service to unserved areas, or both.

Commerce Lexington supports improving Kentucky's wireless and wired broadband infrastructure. We support efforts at the local, state and federal level to increase the deployment of incentives for wired and wireless networks across the Commonwealth, while also opposing policies that would impede or hamper investment in digital infrastructure and economic development.

Transportation Infrastructure & Funding

Commerce Lexington supports substantial and sustained investment in Kentucky's transportation infrastructure – including highways, bridges, waterways, public transit, railways, and aviation. Having a dependable transportation network is critical to Central Kentucky's economic vitality. Thriving communities must be able to move workers, provide services and transport products to market quickly and safely. Commerce Lexington fully supports a regional transportation approach, and investments in the infrastructure required to improve interconnectivity in the region and along the state's vital corridors.

Maintaining adequate funding for transportation infrastructure remains an issue of concern at both the state and federal levels of government. Commerce Lexington urges lawmakers to find long-term solutions to ensure sufficient, sustainable and reliable funding for all modes of transportation for projects critical to economic development. We support a funding distribution model that is more equitable to the areas with greater road use. Commerce Lexington also supports modernizing the method for funding infrastructure to reflect changes in use.

Commerce Lexington supports state and federal transportation funding for rural and urban transit agencies to allow for improvements in direct operations, including new service delivery methods for all areas including target population group such as seniors, low-income workers and people with disabilities.

Condemnation

Commerce Lexington is opposed to government acquisition of privately-owned businesses through condemnation for the purpose of operating the business.

Tourism Development

The tourism industry is an important component of an overall economic development strategy. Commerce Lexington supports initiatives and incentives designed to enhance the state's tourism and agri-tourism industry's positive impact through the promotion of events and the promotion of central Kentucky as a tourism and agri-tourism destination. Commerce Lexington also supports efforts to attract the media and film industry to the Bluegrass, while working to ensure that efforts that might undermine tourism's economic impact are minimized by protecting the state marketing funds that produce a 15 to 1 ROI.

Agriculture & Industrial Hemp Industry

Commerce Lexington supports legislative efforts to remove state and federal roadblocks to the production of industrial hemp that keep Kentucky from being a leader in this agricultural sector.



Equine Industry

Thousands of acres of horse farms, world class venues such as Keeneland and the Kentucky Horse Park, and many horse related organizations' national headquarters (including the United States Equestrian Federation) earn Kentucky the title of Horse Capital of the World. Because of the substantial economic impact that the equine industry has on our region as well as the state, Commerce Lexington fully supports programs and initiatives to protect and enhance the future growth of the equine industry. These programs include wagering on historical horse racing, innovative tax approaches, purse increases, increased funding for breeder incentive programs, appropriate funding to maintain the quality of the Kentucky Horse Park, and other assistance to allow our equine industry to remain competitive.

Since its inception, wagering on historical horse racing has provided a positive economic impact on communities in which these venues are located, the Commonwealth and the equine industry. We encourage all branches of state government to support this new product that is creating jobs, attracting tourists and supporting existing programs to help the equine industry. The current taxing model provides revenue to the state but any increase in those taxes has the potential to not only deter growth in the product but to cause the product to become unsustainable from an economic perspective.

Kentucky's sales tax on equine products puts our region and the Commonwealth at a disadvantage with competitor states. Commerce Lexington supports efforts to eliminate this competitive disadvantage. Commerce Lexington also supports the equine industry's efforts to address the health, welfare and safety of the thoroughbred racing industry as well as other equestrian sports.



Mobilizing your community

Connected communities are strong communities. By advancing our technologies and services, we're helping to create the opportunities that make Kentucky a better place to live, work and play.

When everything works together, your community moves forward.



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We Must Protect Our Signature Industries...



ECONOMIC DEVELOPMENT

Sports Betting

Commerce Lexington supports allowing sports wagering in Kentucky, as allowed by the 2018 U.S. Supreme Court decision. Any legislation to approve sports wagering in the Commonwealth must protect existing signature industries and racing facilities.

Distilling Industry

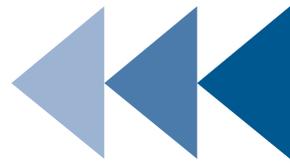
Kentucky's legendary distilling industry has a significant impact on the state's economy, producing 95% of the world's bourbon. Bourbon is an \$8.5 billion signature industry in Kentucky, generating 17,500 jobs with an annual payroll of \$800 million. Spirits production and consumption generates more than \$825 million in federal, state and local tax revenues every year. Commerce Lexington strongly supports initiatives to protect and grow the iconic industry. For Kentucky to maintain its dominance in the distilling industry and attract new distilleries, the General Assembly must continue to update statutes written before the Kentucky Bourbon Trail and the Kentucky Bourbon Trail Craft Tour were created to take advantage of the booming Bourbon tourism industry. Commerce Lexington recognizes that with this unique product comes responsibility, therefore we support continuing responsibility efforts geared towards preventing underage drinking and DUI offenders.

Malt Beverage & Craft Brewing Industry

Commerce Lexington is proud of our locally-owned craft breweries and our locally owned distribution network. We support the maintenance of a strong and independent 3-tier system for the sale, distribution and regulation of malt beverages. This system promotes family-owned and operated businesses, preservation of jobs, strong community reinvestment, and the ability of large, regional, and small/local brewers to deliver their products to the market and ultimately the consumer.

International Trade

Kentucky has established itself as a major exporter in a broad range of industries - from manufacturing to agriculture, as well as an attractive location for foreign investments. Kentucky set a new record in 2017 with \$30 billion in exports. These exports directly support 140,000 jobs in Kentucky, with tens of thousands more indirectly supported by exports. Commerce Lexington urges elected officials to support fair and equitable trade agreements that open new markets and create new opportunities for businesses and workers in our region. We remain concerned about the negative economic impact of tariffs proposed or imposed, as well as the continued uncertainty over the future of trade agreements, on Kentucky's signature industries. Commerce Lexington will continue to monitor these issues, seek feedback from local employers and communicate economic impacts to federal officials.



Public/Private Partnerships

Commerce Lexington Inc. encourages the use of public/private partnerships (P3) by local and state government agencies for the delivery of services and/or the construction and/or management of a variety of infrastructure related projects. To ensure accountability in contracting with private entities, it is essential that proper safeguards be in place to ensure transparency and that quality services are delivered at a lower cost to taxpayers.

Public Employee Pension Systems

Commerce Lexington remains concerned about the financial viability of Kentucky's public employee pension systems, the downgrading of state's bond rating and the negative impact on businesses. Commerce Lexington strongly urges the General Assembly to continue progress toward the goal of establishing equitable retirement and health insurance benefits for new hires that more closely resemble those available in the private sector. Commerce Lexington supports a comprehensive review of all public employee pension systems (including the Kentucky Teachers Retirement System) and related benefits and encourages state legislators to consider other serious structural changes to all systems to assure funding pensions does not cripple state government's ability to provide essential services.

Commerce Lexington Inc. will continue to monitor reform implementation with emphasis on assuring no benefit increases without full funding and the inclusion of actuarial required contributions in the state budget. Commerce Lexington discourages lawmakers from using bonding to address shortfalls in state pension funds, which could jeopardize the state's financial stability for future generations.

Government Efficiency

Commerce Lexington supports the need for government modernization and increased efficiency. Commerce Lexington will continue to urge the General Assembly to focus on spending reforms across government, including the areas of public employee health benefits, the public employee pension system, corrections and Medicaid.

Wage Mandates

Commerce Lexington supports government efforts to find balanced, long-term solutions to the problems confronted by our community. We do not support private sector wage mandates that exceed state or federal guidelines.

Public Employee Collective Bargaining

Commerce Lexington strongly opposes public employee collective bargaining. Public employees are afforded significant benefits, job protections, and established rank and pay scales. The adjustment or alteration of these benefits are decisions that can and should be made as a matter of public policy.

Employer & Labor Union

Maintaining the balance between labor unions and employers is critical to continued job creation. Commerce Lexington urges federal officials and the National Labor Relations Board (NLRB) to support policies and rulemaking that promote economic growth. We strongly encourage the appointment of a full and balanced NLRB and urge federal and state officials to fight changes to our labor law system that undermine employer-employee relations.

WE URGE SUPPORT FOR LABOR LAWS THAT:

- ▶ Maintain a balance of representation on the NLRB, with members properly vetted and ratified through Congress.
- ▶ Protect secret ballot elections to form unions.
- ▶ Maintain functional grouping of business units that do not pit "sub" or "micro" units against each other in organizing efforts (micro unions).
- ▶ Maintain a company's ability to educate employees on the consequences of unionization, do not include binding arbitration provisions, and do not impose one-sided penalties.
- ▶ Consider the use of e-mail and social media to misrepresent picketed areas, an Unfair Labor Practice.

Safer Workplaces

Commerce Lexington supports allowing employers to share factual and documented information about past employees, without subjecting themselves to undue liability, when providing references to inquiring employers during the hiring process. We also support legislation to allow employers to help fight illegal drug use in the workplace. Commerce Lexington opposes any expansion in the current concealed/carry laws that would allow employees to bring deadly weapons into the workplace.

Unemployment Insurance

Commerce Lexington believes that the integrity of the unemployment insurance trust fund should be maintained and opposes efforts to utilize the fund in ways that are contrary to its original purpose of providing unemployment insurance to temporarily displaced workers. Commerce Lexington will continue to monitor the implementation of the reforms to the state's unemployment insurance system, and support efforts to reform the benefit structure to keep costs and benefits competitive with other states and increase workforce participation. Further, Commerce Lexington supports efforts to provide those out-of-work with access to training and career counseling.

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Workers' Compensation

Commerce Lexington applauds the General Assembly for enacting reforms in 2018 to the state's workers compensation system to provide clarity to statutes, improve return to work outcomes and lower costs for employers. We will continue to monitor the implementation of these reforms and support workers' compensation regulations that offer clear and objective definitions of injury and disability, use objective medical findings of impairment for awards, reduce litigation, encourage retraining and education, and return to work while abating growing costs for central Kentucky employers. Commerce Lexington supports legislative or regulatory measures that will help control Kentucky's rising medical and prescription drug costs in workers' compensation cases without disrupting needed services to injured workers.

Immigration

Commerce Lexington supports a comprehensive immigration reform package which includes modernizations to the guest worker program which addresses the needs of all Kentucky's work places.

Criminal Justice System Reforms

Kentucky made important progress to protect public safety with the enactment of corrections reform legislation in 2011 and juvenile justice code reforms in 2014, while establishing a system to control spiraling corrections costs. Commerce Lexington also applauds the Governor and General Assembly for the passage of limited felony expungement legislation in 2016 to help workers limited by a past mistake re-enter and advance in the workforce.

Commerce Lexington will continue to monitor, and support when appropriate, this important work moving forward through the leadership of the Kentucky Smart on Crime coalition, which is focused on reducing recidivism, making communities safer, increasing our workforce and saving taxpayer dollars.

Revision of Statute of Limitations Law

Commerce Lexington believes that Kentucky's five-year statute of limitations on employee wrongful termination or discrimination lawsuits places an undue requirement on employers. Commerce Lexington supports changes to Kentucky's statute that would make all employment discharge and discrimination type actions more uniform with federal guidelines while still protecting employees and employers.





Comprehensive Tax Reform

As the Kentucky General Assembly contemplates comprehensive tax reform, Commerce Lexington strongly urges lawmakers to evaluate existing tax policies and proposed changes by using the following criteria:

- ▶ **Effective:** Tax policies should be reviewed to determine the intended or unintended consequences. Tax laws proving contrary to their intention or more burdensome than intended should be repealed or scaled back.
- ▶ **Competitive:** Tax policy should promote a positive climate that encourages business investment and job growth.
- ▶ **Revenue Sensitive:** Tax policy should provide sufficient revenues overall to fund critical priorities. Predictable: Sources of tax revenue should be relatively predictable and stable over time.
- ▶ **Equitable:** Tax policy should be fair but must not discourage economic activity, employment, or wage growth.
- ▶ **Efficient:** Any tax policy must be designed to facilitate cost efficient compliance and administration.

Local Option Sales Tax

Commerce Lexington supports an amendment to the Kentucky Constitution, and enabling legislation, that would permit cities and counties, including urban county governments, to enact a local option sales tax, not to exceed one percent with a sunset provision. The tax would be for funding dedicated to specific local projects, as proposed by the local government and approved by voter referendum.

Alcohol Taxes

As part of comprehensive tax reform, Commerce Lexington believes Kentucky must examine how other states tax distilled spirits, beer and wine. Kentucky has one of the Top 5 tax rates on alcohol sales in the US, higher than all contiguous states except Tennessee. The Kentucky General Assembly should consider rolling back the wholesale tax on alcohol sales to make the Commonwealth's distilled spirit and alcoholic beverage industry more competitive with surrounding states.

Revise the Limited Liability Entity Tax

Commerce Lexington supported the 2006 Tax Modernization by the General Assembly. However, the creation of the Limited Liability Entity Tax (LLET) and the lack of ability to offset pass-through credits against tax on income from other businesses and other years have become problematic. Commerce Lexington supports efforts to adjust the tax code to encourage entrepreneurial investment in the Commonwealth.

Bank Franchise Tax

Commerce Lexington supports changes to the way banks are taxed in Kentucky to improve competitiveness and increase access to capital while not creating any loss of current or future revenue for local governments. Kentucky's bank tax rate is the highest in the nation

and 92% higher on average than the tax rate on any other corporation in the state. The current taxation model limits funds available for lending in support of local commerce and for philanthropy in local communities.

Regulatory Reform

Commerce Lexington urges federal, state and local governments to consider a comprehensive review of the regulations, taxes and fees impacting businesses to determine areas where these policies could be modified, reduced, streamlined or eliminated to improve government efficiency and create a more business friendly environment for Lexington and Kentucky. We encourage sensitivity at the local and state level to regulations that are more stringent than federal regulations that hurt Kentucky's economic competitiveness.

Commerce Lexington supports the Governor's Red Tape Reduction Initiative and will continue to encourage businesses to provide feedback on regulations that need to be modified or eliminated to make Kentucky more business-friendly. Commerce Lexington also strongly urges the Kentucky federal delegation to support commonsense regulatory reform that restores accountability, transparency and public participation in the federal rule making process.

Commerce Lexington opposes unfunded mandates trickling down from federal and state agencies that impact local governments without regard to the affordability of the mandates, and the ability of a local community, its businesses and taxpayers to absorb the costs. Commerce Lexington will advocate for regulatory reform efforts at all levels of government.

THESE EFFORTS SHOULD INCLUDE, BUT NOT BE LIMITED TO THE FOLLOWING:

- ▶ Review of any agency fee increase or regulatory change carefully and examine the fee increases based on need, rate of inflation and economic impact on business. No fee or regulations with significant fiscal impact on business should be increased without the clear approval from the appropriate federal, state or local legislative body with oversight authority.
- ▶ Agencies should be asked to demonstrate the economic impact to businesses and local communities of implementing new regulations.
- ▶ Consent Decrees or other legal or administrative requirements should take into account and publicly demonstrate the ability of local governments, quasi-governmental agencies, schools and businesses ability to afford the alternatives demanded by the state and/or EPA. These financial analyses should be conducted by people with experience in developing financial impacts before the solution is finalized.
- ▶ If it is determined that the entity cannot reasonably afford the solution required by the state or federal agency, then the state should be required to assist the entity in developing an alternate financial plan.

Protect Kentucky's Low Cost & Reliable Energy Rates

Commerce Lexington urges local, state and federal officials to support efforts to maintain the production of affordable, reliable energy for business and residents. Kentucky offers some of the lowest electricity rates in the nation due in large part to the abundance of coal resources for electricity generation. This competitive advantage has allowed Kentucky to attract thousands of manufacturing jobs. However, Kentucky is more dependent on coal for power generation than virtually any other state in the union. As a result, Kentucky businesses and economic developers remain concerned about proposed regulations on carbon emissions, electricity generating facilities that use coal, and new regulations on Kentucky's mining industry. Commerce Lexington supports EPA's proposal to replace the Clean Power Plan (CPP) with a new Affordable Clean Energy (ACE) Rule. Commerce Lexington will continue to monitor developments regarding the ACE Rule and will encourage state and federal officials to do the same.

Commerce Lexington also urges the state and federal officials to monitor and clarify proposed rule changes related to Coal Combustion Residuals (CCR), New Source Review (NSR) and Waters of the United States (WOTUS), to mitigate the negative economic impact such rules can have on Kentucky employers and families.

Support the Coal Industry

Commerce Lexington supports protecting the viability of Kentucky's coal industry – including preserving the direct and indirect jobs that the industry provides statewide. Coal has advanced Kentucky's economy by providing plentiful and safe energy to consumers and industry. Coal provides over 79% of Kentucky's electricity helping to make our electricity some of the most affordable, reliable, and resilient in the U.S. This source of baseload power continues to provide Kentucky economic opportunity by attracting new businesses and diversifying our local economies. Commerce Lexington will continue to support efforts to ensure coal remains an integral part of our country's energy portfolio, and that there is a level playing field for all low-cost fuel sources to secure low electricity rates in Kentucky.

Promote a Sensible Regulatory Approach

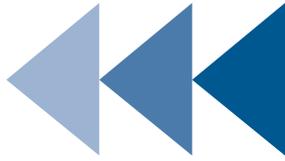
Commerce Lexington opposes regulations at the local and state level that are more stringent than federal regulations, and those that result in significant adverse economic on citizens, farmers, cities and industries. Commerce Lexington supports common-sense regulatory reform that restores accountability, transparency, use of scientific data and public participation in the rule-making process across all regulatory agencies. We urge all levels of government to engage in a thorough review of existing regulations, current MOU's, MOA's and other guidance documents to identify statutes or regulations that need to be clarified, eliminated or modified to increase economic competitiveness for businesses.

Natural Gas as Reliable Energy Source

To stay competitive and to ensure that natural gas is readily available to support economic development growth, Kentucky must also continue to develop all reliable and affordable energy resources including natural gas. Kentucky's oil and natural gas industry total value of production is over \$1 billion and employs over 9,000 Kentuckians. This industry will continue to play an increasingly important role in meeting the states' energy needs of the future. Therefore, Commerce Lexington supports encouraging the expansion of investment in the infrastructure, distribution, production and use of oil and natural gas through a review, elimination, or updating of outdated or duplicative regulations. Commerce Lexington supports financial and infrastructure incentives to help stimulate adoption of natural gas transportation fuels to ensure that natural gas is readily available for economic development. Central Kentucky could benefit from increased use of compressed natural gas (CNG) or liquefied natural gas (LNG) motor transportation fuels such as those used for in-state and inter-state trucking fleets, waste haulers, delivery and repair vehicles, and personal cars and trucks.

COMMERCE LEXINGTON INC. ALSO SUPPORTS LEGISLATIVE EFFORTS TO:

- ▶ Provide incentives for the research and implementation of clean coal investments and other alternative energy processes.
- ▶ Provide tax credits or equivalents for carbon capture and disposal by companies.
- ▶ Support research grants and other incentives for our state's postsecondary institutions and private sector companies to develop technologies and infrastructure needed to support Kentucky's energy economy. **Specific initiatives include:** carbon capture research and development; utilization of byproducts from power generation; alternative uses for coal; renewable fuels; and energy from Kentucky resources, including landfill gas, biomass, wind, hydro and solar, anaerobic digestion or compressed natural gas; and organic electronic materials for energy harvesting.
- ▶ Protect our energy rates from overbearing state or federal regulations, fuel mandates and tax policy changes that will raise rates and neutralize Kentucky's competitive energy prices.
- ▶ Support updating Kentucky's laws related to the adoption of distributed energy resources (DER's), such as privately-owned solar power generation, to maintain low-cost energy for all customers on the power grid. Existing policies, originally adopted to incentivize implementation of new technologies, should be re-examined to ensure all costs to support and maintain reliable energy infrastructure is shared fairly.
- ▶ Adopt the recommendations of the KY Energy & Environment Cabinet to dedicate a modest percentage of the VW Settlement to investments in Kentucky's electric vehicle charging infrastructure.



Storm Water/Sanitary Sewer & Consent Decree Implementation

Commerce Lexington will continue to monitor implementation processes to ensure the LFUCC's plan to meet EPA requirements is completed in a timely and cost-effective manner. We support periodic, independent performance reviews/audits to ensure taxpayer dollars are being used efficiently by local government throughout project implementation.

Track New Sanitary Sewer and Storm Water Permits and Fees

Commerce Lexington will continue to engage local and state officials to ensure that requirements of new sewer and storm water permits, fees, applications and guidance documents are not too restrictive and do not exceed state or federal regulations and that the plan and the implementation schedule is feasible and cost effective. We also will continue to educate members about the impact of the new permits.

Air Quality Rules & Regulations

Commerce Lexington will engage local and state officials regarding the development of the air quality standards to ensure these regulations are not too restrictive, have the least cost impact on business, and protect Kentucky's low-cost energy rates.

Support Energy Efficiency Measures

Across the nation, companies— including those in Central Kentucky – are taking positive measures to make their operations more energy efficient which has led to a reduction in carbon emissions. Commerce Lexington supports voluntary energy management programs, because they are good for the environment and financially good for business. Commerce Lexington supports incentives for companies that go above and beyond their regulatory requirements and recognizing companies who have already implemented positive best management practices to reduce their energy consumption.

Energy Infrastructure

Economic development often requires extensive capital investment for the extension of energy infrastructure to serve new and growing businesses. Commerce Lexington supports legislation and regulatory action to allow Kentucky's utilities to develop financial mechanisms and capital incentives to extend their facilities to new and expanded businesses, industrial and business parks, residential development and other locations which will result in the creation of new economic growth not currently served by existing infrastructure.

CONTINUED ON PAGE 26



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Water Quality Regulations

Commerce Lexington supports a process that enhances oversight of the review and approval of changes to new General Permits and other administrative actions that are proposed by state agencies. Commerce Lexington supports the President's Executive Order to rescind and clarify a commonsense approach to developing a Waters of the U.S. rule. It is important to more clearly define how a water will be regulated by the U.S. EPA and the U.S. Army Corps of Engineers under the Clean Water Act. These designation methods should avoid adverse impact on economic development due to unreasonable regulations and permitting.

Central Kentucky Water Supply and Infrastructure

Commerce Lexington supports an efficient, equitable and sufficient water supply for the entire region. Commerce Lexington supports investments in maintenance and upgrades on the lock and dam systems of the Kentucky River to enhance and conserve our region's primary water supply, as well as appropriate, ongoing investments in other water system infrastructure to maintain quality, reliable water service for communities. Commerce Lexington also supports interconnectivity agreements among municipalities throughout Central Kentucky.

Solid Waste

The management of solid waste is a local responsibility and existing law allows local governments the necessary flexibility to develop a solid waste disposal strategy unique to the needs and expectations of their individual communities. Commerce Lexington urges enhanced enforcement and education to address illegal dumping and littering. We support programs such as Eastern Kentucky PRIDE and Bluegrass Greensource that encourage and assist citizens, local governments and schools to clean up illegal trash dumps and other solid waste problems as well as promoting environmental awareness and education. Education remains a critical component in changing the habits and attitudes of individuals across Kentucky. We also support programs that educate Kentuckians on the benefits of recycling, programs that make recycling more convenient, and strategies that develop and enhance market demand for recycled materials. Commerce Lexington believes that this type of multi-faceted strategy will have a more significant, long-term impact in addressing the need for Kentucky to embrace recycling. Some of Kentucky's solid waste statutes are currently more stringent than their federal counterparts. Commerce Lexington supports reasonable, thoughtful reviews and updates to current solid waste rules that will provide consistency and clear direction to the regulated community.

Brownfield Redevelopment

Commerce Lexington strongly supports the use of Brownfield Redevelopment in communities through available state programs such as Kentucky's Bonafide Purchaser Program which reduces liability for future property owners. These programs should be expanded to allow tax incentives, low interest loans or grants or other federal and state matching funds for those committed to redeveloping the state's Brownfield sites.

Streamline Environmental Permitting

Implementation of infrastructure projects is critical for community and economic development. Often the public projects are subject to requirements for review of environmental impacts in accordance with the federal National Environmental Policy Act. Although such impacts can and should be considered, the process for evaluation of, and challenges to, infrastructure projects on that basis must be streamlined to assure that important public infrastructure projects are not victims of procedural maneuvering and unnecessary delay.

COMMERCE LEXINGTON INC. SUPPORTS LEGISLATIVE EFFORTS THAT:

- ▶ Encourage concurrent review and approval of permits, where feasible.
- ▶ For critical infrastructure or environmental permits, have a lead agency designated to ensure that good communication is established between the applicant and affected agencies. This person would be responsible to ensure that all permits necessary are identified, permit review timeframes are established and met, or the timeframes for permit review are reduced.
- ▶ Allow interested applicants to reimburse the department for overtime costs incurred by employees that work overtime to expedite a permit, modification, license, registration or variance.
- ▶ Afford Departments within State Government the ability to hire contractors to expedite issuance of a permit modification, license, registration or variance.
- ▶ Have each Agency provide on-line specific information regarding how best to achieve timely permitting decisions; provide clear expectations for applicants to improve the quality of applications; establish performance measures for review staff and develop, improve and encourage electronic permitting tools.
- ▶ Ensure that the permitting process will be balanced and will take into consideration economic impact of the project, public need and the requirements of existing environmental laws and regulations.

Support Policies That Lower Premiums & Promote Greater Competition

Commerce Lexington Inc. believes that both business owners and employers should have the opportunity to provide and have access to quality, affordable health insurance for themselves and their employees. However, federal and state policies have created a great deal of uncertainty for employers and business owners. Commerce Lexington remains concerned that business owners and employers that have previously provided voluntary health insurance coverage for their employees now face mandated levels of health insurance coverage as well as increased taxes, premiums, penalties and a lack of choice in obtaining necessary coverage. Therefore, Commerce Lexington encourages changes to federal and state policies that promote lower premiums and greater competition in insurance markets. Commerce Lexington will continue to provide input to our federal and state policymakers to ensure that employers can provide quality, affordable health insurance coverage to their employees and themselves without being continually overburdened with federal regulations and penalties or be subject to adverse selection by limited choices.



Effectively Combat Drug Abuse

Commerce Lexington acknowledges the need to address Kentucky's drug abuse problem and will continue to support legislative efforts to curb this epidemic through a comprehensive approach aimed at prevention, treatment and penalty reforms. Both private and public-sector leaders realize the negative effect of drug and substance abuse on their employees and citizens, particularly in terms of increased health care costs, loss of workforce productivity and fiscal impact of incarceration. According to the Kentucky Office of Drug Control Policy, lost productivity, health care costs and drug-related crimes associated with illegal drug abuse cost the commonwealth \$2.5 to \$3.6 billion annually. The severity of prescription drug abuse, as well as heroin and other illegal street drugs, continues to be a high priority issue for Commerce Lexington Inc.

We applaud efforts of the Kentucky General Assembly for past legislative efforts to curb drug abuse and increase treatment options. We encourage legislators to continue to address the illness of addiction by expanding prevention and treatment capacities in the Commonwealth. We urge officials to direct state and federal funds in this area in an effective and efficient manner using evidence-based approaches. We also support increased accountability over how these funds are being spent and urge increased transparency in outcome reporting.

Increase the Number of Health Care Professionals in Kentucky

Many areas of Kentucky are underserved by health care professionals, which contribute to poor access and higher medical costs for our citizens. Commerce Lexington encourages lawmakers to initiate programs and funding or support policies that encourage medical professionals to serve all areas of Kentucky and all Kentuckians.

Reduce Tobacco Usage

Kentucky continuously leads the nation in use of tobacco and tobacco related products in adults; among pregnant women and among high school and middle school students. The tobacco related loss of economic productivity is over \$2 billion dollars annually in Kentucky alone. Commerce Lexington fully supports raising Kentucky's cigarette tax by at least \$.50 on all tobacco and tobacco-related products to be more in-line with the national average. Commerce Lexington Inc. supports tax parity on e-cigarettes equal to the tobacco tax rate on traditional cigarettes. Initiatives should be implemented to reduce smoking among Kentucky patients.

Health & Wellness Programs

Commerce Lexington supports legislation that provides tax credits and incentives to employers for creating health and wellness programs for their employees. Kentucky's population consistently ranks near the top of the list among the states for overall poor health indicators. Poor health among Kentuckians is a drain on the state's resources, leading to increased health care costs for employers and employees, as well as leading to increased utilization of health care services. Health and wellness programs offer employers the opportunity to promote preventive health care as well as educate and encourage healthy lifestyles among their employees. Health and wellness programs often serve as an effective health care cost containment measure and serve to promote personal responsibility among employees for their own health outcomes. Commerce Lexington will continue to support programs and policies that incentivize companies to educate and promote health and wellness for their employees.

CONTINUED ON PAGE 28

Reasonable Liability Reform

Commerce Lexington will support effective measures to address the escalating costs of health care and medical malpractice insurance for health providers to lower health care costs, health insurance premiums, and improve access to care. Commerce Lexington supports the implementation of peer review protection and a constitutional amendment that would permit the Legislature to consider comprehensive tort reform. Current law in Kentucky also allows unlimited damages for noneconomic losses. These damages are awarded based on pain and suffering, emotional distress, and other intangible injuries that occur because of medical malpractice or personal injuries. In addition, there is no cap on amounts a jury can award in punitive damages. Kentucky is the only state in our region that does not have any form of caps on damages. These damages involve no direct economic loss and have no precise value. It is very difficult for juries to assign a dollar value to these losses, given the minimal guidance they customarily receive from the court. As a result, these awards tend to be unpredictable. The specter of a “jackpot” verdict always in the background discourages many providers from locating in Kentucky and represents a barrier to economic development in the region.

Monitor Medicaid Expansion

Kentucky expanded Medicaid eligibility by executive order to persons with annual incomes up to 138 percent of the federal poverty level (\$27,310 for a family of three) beginning in January 2014. The federal government will pay 100 percent of the state’s additional cost for the expansion through 2016. However, the state is required to begin paying 5 percent of the costs beginning in 2017, rising in steps each year to 10 percent in 2020. Original projections of the number of Kentuckians who would be eligible for Medicaid under the expansion have proven to be substantially low. Originally, the Kentucky Cabinet for Health and Family Services estimated 164,000 additional Kentuckians would be eligible under the Medicaid expansion in FY 2014, and that number would grow to more than 209,000 by 2017 and beyond. Currently, there are more than 443,000 Kentuckians enrolled in Medicaid under the expansion. A third of Kentucky’s population is currently served by Medicaid – an unsustainable reality.

The cost of the Medicaid expansion in the recently enacted 2016-2018 state budget is \$74 million in FY 17 and \$173 million in FY 18 for a total of \$247 million over the biennium. These costs are estimated to rise to more than \$500 million in the next biennium. To address these growing costs, the Governor submitted a waiver request to the federal Department of Health and Human Services to allow Kentucky to make several changes to the Medicaid program, including the imposition of monthly premiums and a community service requirement for selected populations. Commerce Lexington supports the intent of the proposed waiver by the Governor to control costs and commends the administration for tackling the challenges of Kentucky’s Medicaid program. Commerce Lexington Inc. supports efforts to improve access to healthcare, create a sustainable Medicaid program while protecting critical state investments in education and other vital programs.



CONTACT:

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Lexington, KY 40507
Phone: (859) 254-4447
www.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.

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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.



TUESDAY, JANUARY 15, 2019 | 3:30 - 5:30 P.M. | COMMERCE LEXINGTON INC. (330 E. MAIN ST. - FIRST FLOOR CONFERENCE ROOM)

@330 Series: Atomic Ramen's Dan Wu Presents Social Media Marketing

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*This Event Features
the 2019 Premiere of
the @330 Series
Power Hour.*

With a new format in 2019, Commerce Lexington Inc.'s first @330 Series event of the year presented by Distillery Heights on Tuesday, January 15, beginning at 3:30 p.m. at CLX's first floor conference room will feature Atomic Ramen's Dan Wu. In this day and age, it's absolutely critical to create an engaging social media presence for your business or brand. Dan Wu shares his insights on taking the perfect food picture, creating effective promotions, and cultivating an authentic identity online.



DAN WU

ABOUT THE SPEAKER:

Dan Wu is chef and owner of Atomic Ramen, the first and only superhero-themed ramen shop in America and very proud to be part of Lexington's greatest restaurant super-team at the Barn Food Hall at the Summit at Fritz Farm. He is very active in the community in support of issues, such as immigrant and refugee rights, food availability and sustainability, arts access, and much more.

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 at (859) 226-1615 or lbennett@commercelexington.com.

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REGISTER NOW! 2019 Leadership Visit Heads to Raleigh, North Carolina



Photo courtesy of visitRaleigh.

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Friends of Coal

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.

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EXCERPTS OF RECAP BY IAN SEXTON, LAFAYETTE HIGH SCHOOL

Leadership Lexington Youth Explores Local Government & Public Safety

PRESENTED BY



HealthCare

This month, the Lexington Leadership Youth Program's focus was Government and Public Safety. We began our morning at the Lexington Government Center where we heard from Lexington Councilmember Preston Worley, who talked about his district and the roles and responsibilities on the city council. Then, the class got to hold a mock council session in the council chambers.

From there, we proceeded to the Fayette County Circuit Court building, where we were given the chance to ask Judge Joseph Bouvier questions about the current issues he faces as a district court judge and how his experiences have shaped his perception of the judicial system. Later, we heard from the First Assistant Commonwealth's Attorney, Kimberly Baird, who focused on her role as a prosecutor and how she, along with her peers, are working to develop new programs and tactics to aid in the judicial process.

In the afternoon, we traveled to the Lexington Police Department's Bureau of Patrol headquarters for a session with Police Chief Lawrence Weathers and Fire Chief Kristin Chilton and learned about their shared goal of protecting and ensuring the safety of the citizens of Lexington. They allowed our class to have a hands-on experience with their different divisions by allowing us to meet with each of the teams from the police, fire and EMS.

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EXCERPTS OF RECAP BY KERRY IRWIN, DINSMORE & SHOHL LLP

Leadership Central KY Visits Franklin Co.

In November, the Leadership Central Kentucky class visited Franklin County. The day kicked off at the Kentucky Chamber building, where the class met with the Leadership Central Kentucky Board of Directors and listened to plans to grow and educate Kentucky's workforce. One specific initiative was the equine industry workforce pipeline, which focuses on one of Kentucky's signature industries. The class later heard about another of Kentucky's signature industries at Buffalo Trace.

Another theme for the day was education. We heard from leadership at Kentucky State University about its agricultural programs and also heard from representatives of the Stewart Home School, which has a unique 125-year history of providing not only education but also a home and family for developmentally disabled individuals. Tying the various threads of the day together, the class had a behind-the-scenes tour of the Kentucky Historical Society.

The class finished the day at Bourbon on Main, where Mayor Bill May spoke about his vision for Frankfort, including a burgeoning arts scene, a growing brewery district, and plans for a new mixed-use downtown development that will hopefully make downtown Frankfort more walkable and livable. The elements of our trip to Franklin County echoed the essence of what makes Kentucky special, and hence Frankfort's current motto: Kentucky Distilled.

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Building Better People



EXCERPTS BY JEREMY KISLING, LEXINGTON CHILDREN'S THEATRE | FULL RECAP AT www.leadershiplexington.com

Leadership Lexington Learns About Importance of Arts to a Community

The Leadership Lexington class had a great time on December 13th visiting and learning about several art institutions across our great community during Arts Day. Our first stop of the day was at Artsplace, home to LexArts and several other organizations including: Central Kentucky Youth Orchestra, The Lexington Philharmonic and the Lexington Ballet! Nan Plummer, CEO of LexArts gave a short presentation outlining the economic impact of the arts industry in our Commonwealth.

On the bus, we got a tour of the many wonderful murals located in downtown Lexington. Stuart Horodner and the UK Museum staff gave us a tour of the UK Art Museum and reminded us to make visual art a part of our cultural diet. Dr. Everett McCorvey (pictured at right) and Dr. Tedrin Lindsay and the UK Opera students blew our socks off with songs from M. Butterfly and some wonderful holiday music.

After lunch, we toured the Living Arts and Science Center and got to experience how science and art converge to empower and educate young people through the many programs and classes the LASC offers. At the Lyric Theatre and Cultural Center, we were guided by Donald Mason, who shared the importance of the Lyric Theatre as it existed years ago and its re-emergence and value to the city today. We were then treated to Message Theatre and Lexington Community Radio



Photo by Mahan Multimedia

to learn about their programs and passion for grassroots arts and activism.

We finished our day at the Lexington Children's Theatre, where we watched and participated as LCT's tour company presented Jack and the Wonder Beans, a show they have performed in almost 40 counties across Kentucky. The class walked away with a real understanding of the quality and breath of the arts in our community, and the real need to fund these organizations to maintain a rich quality of life in our great community.

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AMBASSADOR SPOTLIGHT

Commerce Lexington Recognizes Its Top Ambassadors for 2018

Commerce Lexington Inc. would like to recognize its top Ambassadors for 2018. Members of the Ambassador serve as the organization's liaison between the CLX staff and the members. They assist at ribbon cuttings and grand openings, and help educate members about the benefits of membership through Commerce Lexington Inc. One of these individuals will be named the Ambassador of the Year at the Commerce Lexington Inc. Annual Dinner presented by KEMI on **Thursday, January 24**, at Lexington Center. **More event details and registration information appear on Page 6 of this issue.**



A native of Morehead, **Greg Brown** manages the Lexington office of C-Foward, a rapidly-growing IT company. He also handles marketing, sales, and security training for clients.



A native of Bardstown, **Crystal Newton** began working for Bates Security in 2010 in business development, and she now manages the marketing department.

Cheryl Eadens joined Bluegrass Office Systems in 2016. Locally-owned and operated since 1981, BOS sells Canon multi-functional devices, such as copiers, printers, scanners, etc.



Chuck Powers works with Lexington Insurance Agency, which was started in 1952. The agency offers all lines of insurance, including benefits and bonds.



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



NEW COMMERCE LEXINGTON INC. MEMBERS FOR THE PERIOD OF NOVEMBER 15 THROUGH DECEMBER 17, 2018

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Advanced Industrial Management Inc.
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Contact: Adel Sfar
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Phone: (859) 396-6560
www.aim-ky.com

All Star Purchasing Association
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Contact: Jeff Hoogerheide
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Contact: Jason Rothermund
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Phone: (859) 885-9488
www.clarktoolinc.com

Conference of Radiation Control Program Directors, Inc.
Non-Profit Organizations
Contact: Ruth McBurney
1030 Burlington Ln., Frankfort, KY 40601
Phone: (502) 227-4543
www.crcpd.org

Cystic Fibrosis Foundation
Non-Profit Organizations
Contact: Whitney Hobbs
1941 Bishop Lane, Ste. 108
Louisville, KY 40218
Phone: (502) 963-0731
www.kentucky.cff.org

Farmers Bank of Jessamine County
Banks
Contact: Jodi Murphy Yann
200 N. Main St., Nicholasville, KY 40356
Phone: (859) 885-9481
www.myfarmersbank.net

Geno's Formal Affair
Formal Wear-Rental
Contact: Matt Guarnieri
2016 Mercer Rd., Lexington, KY 40588
Phone: (859) 259-2323
http://gfatux.com/

Georgetown Tool & Manufacturing, Inc.
Machine Shops
Contact: Justin VanMeter
515 Bourbon St., Georgetown, KY 40324
Phone: (502) 863-4020
www.gtm-cncmachining.com

Giovanni's Pizza Inc.
Restaurants
Contact: Tom Lemaster
715 Greenup Ave.
Ashland, KY 41101
Phone: (606) 325-9743
www.giovannispizzapower.com

Hemmer Management Group
Real Estate Management
Contact: Jon Hemmer
250 Grandview Dr., Ste. 100
Fort Mitchell, KY 41017
Phone: (859) 331-2900
www.hemmergroup.com

Jeff Hutchison Insurance Services
Insurance
Contact: Rob Turbeville
121 Prosperous Place, Ste. 9B
Lexington, KY 40509
Phone: (859) 309-1912
www.jeffhutchisoninsurance.com

JTS Business Management LLC
Management Consultants & Services
Contact: Noelia Deaton
2520 Nicholasville Rd., Lexington, KY 40503
Phone: (801) 735-4926

Kern Food Distributing, Inc.
Food Products
Contact: Angie Kern Crawford
2711 Wagel Rd., Brooksville, KY 41004
Phone: (606) 756-2255
www.webberfarms.com

KwizFun Charities Inc.
Non-Profit Organizations
Contact: Chris Meng
158 Louie Place, Unit 1109
Lexington, KY 40511
Phone: (513) 503-8102
www.kwizfun.com

L.G. Design, LTD
Interior Decor & Designers
Contact: Lisa Bustle
1611 McClain Lane, London, KY 40741
Phone: (606) 878-9249

Lenihan Sotheby's International Realty
Real Estate
Contact: John Lenihan
3803 Brownsboro Road
Louisville, KY 40207
Phone: (502) 899-2129
www.lsir.com

Life Without Fear Chiropractic
Chiropractors D.C.
Contact: Mateo Franco
3543 Bates Creek Rd., Apt. 38
Lexington, KY 40517
Phone: (859) 551-8119

Managed Controls
Technology Consulting
Contact: Michael Dillon
110 W. Vine St., 3rd Floor
Lexington, KY 40507
Phone: (859) 534-3268
www.managedcontrols.com

Marr, Miller & Myers, PSC
Accountants
Contact: Robert Combs
500 Summit Dr., Corbin, KY 40701
Phone: (606) 528-2454
www.marrmillermyers.com

Monticello Flooring & Lumber Co. Inc.
Floor Coverings
Contact: Jared Perdue
1925 N. Main St., Monticello, KY 42633
Phone: (606) 348-5941
www.monticelloflooring.com

Morton Properties, LLC / TLM Gatehouse, LLC / TLM Properties, LLC
Real Estate
Contact: Thomas Morton
P.O. Box 152, Wilmore, KY 40390

Papi's Mexican Restaurant
Restaurants
Contact: Taelar Christman
818 Euclid Ave., Lexington, KY 40502
Phone: (859) 368-9369

Paramount Tool & Die, Inc.
Tool & Die Makers
Contact: Vicki Bartlett
1035 W. 4th St., Owensboro, KY 42301
Phone: (270) 926-0013

Trustee Member
PhRMA
Associations
Contact: Andy Corsig
201 E. Fifth St., Suite 1900
Cincinnati, OH 45202
Phone: (513) 766-9514
www.phrma.org

Quantum Healthcare
Physicians & Surgeons, Family Practice
Contact: Connie Castle
210 Black Gold Blvd., Ste. 106
Hazard, KY 41701
Phone: (606) 436-0711

Rose & Jim's Bar & Grill
Bar
Contact: Jimalou Bayes
2461 Georgetown Rd., Lexington, KY 40511
Phone: (859) 536-3233
https://rose-jims-bar-grill.business.site/

Service Tool & Die, Inc.
Tool & Die Makers
Contact: Kimberly Williams
2323 S. Green St., Henderson, KY 42420
Phone: (270) 827-9582
www.servicetool.com

Smart Wood USA
Manufacturers
Contact: Brent Wells
89 Hwy. 3606, Corbin, KY 40701
Phone: (606) 656-1091
www.smartwood.world

Tutor Doctor of the Bluegrass
Tutoring
Contact: Suzanne Phillips
224 Stable Way, Nicholasville, KY 40356
Phone: (859) 321-4635
www.tutordocor.com/bluegrass

Vivid Print Apparel
Screen Printing
Contact: Josh Weatherford
351 United Ct., Lexington, KY 40509
Phone: (800) 965-1220
www.vividprintapparel.com



MEMBER PERSONNEL ANNOUNCEMENTS

Air Source Technology Environmental Health and Safety welcomed David Maddux as operations director to the Industrial Hygiene Team.

The **Aviation Museum of Kentucky** has named **Jill Roseberry** as its new museum director.

Bank of the Bluegrass & Trust Co. announced the following promotions: **Laura H Martin**, VP, Financial Center Manager, Deposit Champion & Treasury Management Champion; **Sallylyn Doherty**, VP, Human Resources Manager & Affirmative Action Officer; **Nathan Hamblin**, AVP, Credit Analyst II; **Caroline French**, AVP, Assistant Branch Manager; and **Carole Mattmiller**, AVP, Compliance Officer.

BODY STRUCTURE MEDICAL FITNESS has announced that **Justin Loss**, PT, DPT, FAAOMPT has been named physical therapy director.

Luther Deaton, Jr., chairman, president and CEO of **Central Bank**, has been named the treasurer of the American Bankers Association. This is the second time Mr. Deaton has served on the board of the ABA. Additionally, Central Bank announced the additions of **Susan A. Dean** as vice president, commercial lending and **Mark A. Hampton** as controller.

CMI Consulting announced the addition of **Rockelle Ward** as talent acquisition and recruiting manager.

Community Trust & Investment Company's Wealth & Trust Management Division announced that **Sandy Payne Combs** has rejoined the team as senior vice president, director of operations and compliance, while **Brian W. Chavis** has been named as assistant vice president, relationship officer for retirement/institutional services.

Denham-Blythe Company announced a new safety milestone of one million man-hours without a lost time injury as of November 15, 2018. This accomplishment is a result of Denham-Blythe employees' continuous commitment to safety and the ongoing education, resources, and awareness that the Denham-Blythe safety team provides to every employee and subcontractor involved with a Denham-Blythe project.

Dickinson Wright PLLC recently received 21 national rankings and six rankings in Lexington in the 2019 "Best Law Firms" report by *U.S. News and Best Lawyers*. The firm received 121 first-tier rankings overall. Rankings for the Lexington office included Tier 1 for Commercial Litigation and Litigation – Construction, Tier 2 for Litigation – Environmental, and Tier 3 for Appellate Practice, Environmental Law and Trusts & Estates Law.

Georgetown College announced the appointment of two new members to its Executive Cabinet, including **Curtis Sandberg**, Ph.D., who has been named as dean of students, and **John Len Davis**, who is now vice president of development.

Jim Gray, chairman of **Gray Construction**, was recognized as a founding father of the Design-Build Institute of America (DBIA), an association dedicated to the design-build process. Celebrating 25 years as an association, Gray appeared on a founding fathers panel at the DBIA's annual conference in New Orleans.

Horse Country lead concierge **Marisa Noe Mattingly** was awarded the KTIA (Kentucky Tourism Industry Association) Star of the Industry Award at the KTIA Annual Conference in Owensboro. The award recognizes front line staff who demonstrate excellence in guest and visitor experience.

Jackson Kelly PLLC was ranked as Law Firm of the Year in Mining Law by *2019 U.S. News-Best Lawyers* 'Best Law Firms.' In addition, the firm received National Tier 1 recognition in the areas of Mining Law and Natural Resource Law, while also receiving Tier 1 Metropolitan area rankings in Lexington for Construction Law, Environmental Law, Mass Tort Litigation/Class Actions - Defendants, Medical Malpractice Law - Defendants, and Product Liability Litigation - Defendants.

Keller Williams Greater Lexington announced the following new agents: **Lynn Hall**, **Greg Vergara**, **Krystal Silverthorn**, **Derrick Noe**, **Stanley Tackett**, **Victoria "Tobi" Price**, and **Bryant Stanley**.

The **Kentucky Chamber of Commerce** recently appointed **Stites & Harbison, PLLC** attorney **W. Blaine Early III** as chair of its Energy & Environment Council.

Lexington Griffin Gate Marriot Resort & Spa recently welcomed **Jasen Fontaine** as the hotel's new executive chef.

Attorneys **Trevor Nichols** and **Thomas "Neal" Morris** recently joined the **McBrayer Law's** Lexington office. Additionally, attorney **Anne-Tyler Morgan** has returned to her legal practice as a member at **McBrayer Law**, following several different roles in Kentucky State Government.

Rose Grascch Camenisch Mains PLLC has been selected as one of the Best Law Firms by *U.S. News-Best Lawyers* for 2019. **Dan M. Rose**, **Al Grascch**, **J. Mel Camenisch**, **Rich Mains**, and **Melissa Stewart** have all received 2019 Super Lawyers and Best Lawyers recognition. Mr. Grascch was also selected as a Top 100 Trial Lawyer by the National Trial Lawyers Association, while both Grascch and Camenisch also received the highest rating of AV Pre-eminent from Martindale-Hubbell for 2019. J.

Wesley Harned and **H. Derek Hall** were each recognized by Super Lawyers as 2019 Kentucky Rising Stars.

Steptoe & Johnson PLLC was ranked first nationally in Mining Law in the *2019 U.S. News & World Report* "Best Law Firms," for the second consecutive year. In addition, the firm was ranked top in the nation in Energy Law by The Best Lawyers in America. *U.S. News & World Report* ranked more than 30 of the firm's practice areas among the top tier in specific metropolitan areas.

U.S. News & World Report and *Best Lawyers* recently released their 2019 "Best Law Firms" rankings. **Stites & Harbison, PLLC's** overall results included 78 metropolitan rankings and national Tier 1 rankings in Litigation – Construction, Litigation – Real Estate, and Trademark Law. Meanwhile, the American Bar Association (ABA) Health Law Section ranked **Stites & Harbison, PLLC** fifth in its annual "Regional Law Firm Recognition Top 10 list" for the South Region for 2018. This year also marks the firm's fifth consecutive time being named to the Top 10 list.

The 2019 edition of *Benchmark Litigation*, which honors the firms and attorneys who have demonstrated the ability to consistently handle complex, high-stakes cases in multiple jurisdiction, recognized 15 **Stites & Harbison, PLLC** attorneys. Eleven Kentucky attorneys were named as "Litigation Stars," including **Thad Barnes**, **Carol Dan Browning**, **Philip Collier**, **Charles "Mike" Cronan IV**, **Daniel Danford**, **Douglass Farnsley**, **William Gorton III**, **Joseph Hamilton**, **Gregory Parsons**, **John Tate**, and **Ashley Ward**. Meanwhile, four individuals were listed as "Future Stars," including **Chadwick McTighe**, **David Owsley II**, **Bruce Paul**, and **Cassidy Rosenthal**.

Sturgill, Turner, Baker, & Moloney, PLLC welcomed **Michael J. LaCourse** and **Andrew K.N. Williams** to the firm as associate attorneys.

Company Name Changes:

The **Griffin Gate Marriott Resort and Spa** at 1800 Newtown Pike is now known as the **Lexington Griffin Gate Marriott Resort and Spa**.

Morgan & Pottinger announced the firm has changed its name to **Morgan Pottinger McGarvey**.

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

JANUARY 2019:

- 9** Leadership Lexington Youth Program presented by UK HealthCare: Arts & Media Day.
- 10** Leadership Lexington presented by Lexus of Lexington: Health & Human Services Day Session.
- 15** @330 Series presented by Distillery Heights, 3:30 - 5:00 p.m., at CLX's first floor conference room. **- SEE PAGE 30**
- 16** Leadership Central Kentucky presented by LG&E and KU Energy at Fayette County.
- 17** Informational meeting for International Trip to Egypt, 5:30 - 7 p.m., at CLX's first floor conference room. **- SEE PAGE 6**
- 24** Annual Dinner presented by Kentucky Employers' Mutual Insurance, 5 - 8:30 p.m., at Lexington Center. **- SEE PAGE 6**

FEBRUARY 2019:

- 7** Business Link sponsored and hosted by Blue Grass Airport (4000 Terminal Drive), 4:30 - 6:30 p.m. **- SEE PAGE 29**
- 12** Economic Outlook Conference, 8 a.m. - Noon, at Lexington Center. More at <http://gatton.uky.edu/economic-outlook>.
- 20** Policy Luncheon presented by Kentucky American Water featuring Mayor Gorton, 12 - 1:30 p.m., at Hyatt Regency Lexington.

MARCH 2019:

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

MAY 2019:

- 8-10** 2019 Leadership Visit presented by Central Bank & Trust Co. to Raleigh, North Carolina. **- SEE PAGE 31**

