BUSINESS FOCUS

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | MAY 2019 | VOLUME XXVII, ISSUE V

Salute to Small Business Awards 2019 Applications Due June 21st

{See Pages 10-11}

PRESENTED BY

Forcht Bank
Happier Banking

INSIDE THIS ISSUE:

Applications for 2019-20 Leadership Lexington Program Due May 15

BOAB Enrollment Event is May 15

@330 Series Presents Tips to Get the Most out of Your Computer

www.CommerceLexington.com

Commerce Lexington
The Greater Lexington Chamber of Commerce, Inc.

BUSINESS FOCUS
May 2019: Volume XXVII, Issue V

INSIDE THIS ISSUE

4-5 **ECONOMIC DEVELOPMENT:**
Toyota Georgetown Adds Hybrid RAV4 & Lexus ES
STAT: Indicators of Importance - Population Growth
Opportunity Zone Workshop Held at UK
Council District Day With Councilmember James Brown

6-13 **EVENTS:**
Policy Luncheon Features Congressman Andy Barr
170 Leaders Head to Raleigh for Leadership Visit
@330 Series: Get The Most Out of Your Computer
UK Federal Credit Union Hosts Business Link
Salute to Small Business Awards Applications Available
BOAB Enrollment Event Slated for May 15th
Ocala, Florida Group Visits Lexington for Intercity Trip

14-19 **CONNECT:**
Leadership Development Program Session Recaps
2019-20 Leadership Lex. Applications Due May 15th
AMBASSADOR SPOTLIGHT: Laura Henry
2019-20 Leadership Central KY Applications Available
Welcome New Commerce Lexington Inc. Members
Member Personnel Announcements & Awards

WHAT 2 WATCH 4

Distillery Heights
May 14th @330 Series: Tips to Get the Most Out of Your Computer

Kentucky American Water
June 14th Policy Luncheon Features Congressman Barr

University of Kentucky Federal Credit Union
UK Federal Credit Union Hosts Business Link on June 20th

Leadership Central Kentucky
Applications Available for 2019-20 Leadership Central KY Program

Commerce Lexington
The Greater Lexington Chamber of Commerce, Inc.

Association of Chamber of Commerce Executives
2016 Chamber of the Year

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

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

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

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

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

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

Display Rates

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

Personnel Updates

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

lynn imaging

MONSTER COLOR
a lynn imaging company

YOUR MOST TRUSTED PARTNER

Everyday Business

Signage & Graphics

Printers & Supplies

Construction Information Management

Locally Owned & Operated

Lynn Imaging has been integrated into the fabric of Lexington for over 73 years. We believe in supporting our community, providing lasting partnerships to organizations and businesses we work with, and connecting with the great people of Kentucky.

Customer Service is Our Focus

Our company is built on the drive to serve our customers with the best customer experience. We value our partners, and can provide ease of service through streamlined communication and support.

LynnImaging.com
(800) 888-0693
info@lynnimaging.com

CELEBRATING 73 YEARS

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

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

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

Toyota Georgetown to Add Hybrid Version Production of RAV4 & Lexus ES

In mid-March, Kentucky Governor Matt Bevin joined Toyota Motor Manufacturing Kentucky Inc. executives and local officials to announce a $238 million investment to add production of two models at the Georgetown plant; the Lexus ES Hybrid and RAV4 Hybrid.

TMMK leaders plan to begin Lexus ES Hybrid production in May with capacity of 12,000 units. In fall 2015 the plant became the first US facility to produce a Lexus vehicle when TMMK assembled its initial ES 350. The Hybrid version is currently made in Japan. RAV4 Hybrid assembly is expected to ramp up in January 2020 with a capacity of approximately 100,000 units per year.

The investment is part of Toyota's effort to boost production at its facilities throughout the US. Including the new production lines at TMMK, Toyota plans to invest nearly $750 million across five production facilities. Congratulations to Toyota on this exciting announcement!

Stat of the Month Features Indicators of Importance - Population Growth

According to *Area Development* magazine's "33rd Annual Corporate Survey and the 15th Annual Consultants Survey," more than 90% of the respondents considered the availability of skills labor as their top factor in deciding where to locate or expand their businesses.[1] With a national unemployment rate of 4.1%, cities and counties nationwide need to find creative ways to demonstrate they can meet employers' workforce demands. Lexington and the Bluegrass Region is no exception as the Bureau of Labor Statistics has announced an unemployment rate of 3.2% for February 2019. This Stat of the Month marks the beginning of a series that will highlight specific indicators economic developers can use to show that their location can supply the labor their prospects desire.

The first, and arguably most essential indicator, is an area's population growth rate over a given period. A positive and substantial growth rate reinforces that an area is an attractive destination for people from quality of life and economic opportunity perspectives. Businesses utilize this indicator when determining a location's potential to meet their long-term workforce demands.

Of the nine counties represented in the Bluegrass Region, five rank in Kentucky's Top 20 population growth rates from 2010-2017, out of 120 counties total. Scott County leads the way ranking 1st with 16.61%. Jessamine and Fayette County rank 6th and 7th with 9.76% and 9.40% respectively. Montgomery County comes in 12th with 6.34%. Lastly, Woodford County comes in 17th with growth at 5.28%. More details on Kentucky's Top 20 can be found in the table.

MORE INFORMATION:

To view this full post and many others from the **Locate in Lexington News Blog**, visit **http://news.locateinlexington.com**.

Commerce Lexington Economic Development

Kentucky Top 20
% Population Growth 2010 - 2017

County	2017 Population	2010 Population	% Growth 2010-2017	Ranks
Scott County	52,322	44,868	16.61%	1
Warren County	123,824	109,775	12.80%	2
Shelby County	45,831	40,899	12.06%	3
Boone County	127,682	114,723	11.30%	4
Oldham County	64,633	58,784	9.95%	5
Jessamine County	51,667	47,073	9.76%	6
Fayette County	315,109	288,045	9.40%	7
Spencer County	18,012	16,582	8.62%	8
Bullitt County	78,622	72,515	8.42%	9
Marshall County	88,376	81,580	8.33%	10
Hardin County	107,699	100,876	6.76%	11
Montgomery County	27,550	25,908	6.34%	12
Nelson County	45,131	42,523	6.13%	13
Rowan County	24,392	23,075	5.71%	14
Boyle County	29,773	28,245	5.41%	15
Bath County	12,189	11,565	5.40%	16
Woodford County	25,817	24,523	5.28%	17
Calloway County	38,616	36,763	5.04%	18
Jefferson County	764,378	729,452	4.79%	19
Taylor County	25,406	24,247	4.78%	20

Source: U.S. Census Bureau, American Community Survey, 2010 & 2017 5-Year Estimates.

[1] *Area Development, "33rd Annual Corporate Survey & the 15th Annual Consultants Survey," www.areadevelopment.com/Corporate-Consultants-Survey-Results/Q1-2019/33nd-annual-corporate-survey-15th-annual-consultants-survey.shtml .*

Opportunity Zone Workshop

On March 19, Commerce Lexington Inc. and the Kentucky Cabinet for Economic Development co-hosted a workshop on Opportunity Zones at the University of Kentucky Student Center. An Opportunity Zone is a low-income U.S. Census tract that encourages individuals and corporations to invest in a variety of economic development projects through "Opportunity Funds." Opportunity zones were created by Congress to encourage long-term investments in low income urban and rural communities nationwide. The workshop was widely attended by developers, business owners, government officials, and more. To learn more about Opportunity Zones in Kentucky and to view the video of the workshop, visit **www.kyoz.com**. To see maps of the Lexington Opportunity Zones, visit **www.lexingtonky.gov/designated-opportunity-zones**.

By The Numbers:

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

New Business: 25 new prospects interested in finding a new location or expanding.
Existing Clients & Local Entrepreneurial Companies: 6 companies with potential expansions.
Client Visits: 8
Existing Business Visits: 52

Council District Day With Urban County Councilmember James Brown

In April, our economic development team kicked off Council District Days, which entails two to three visits with existing businesses in the councilmember's district. On these days, councilmembers learn about the companies, hear about the opportunities and challenges they face, and tour their facilities. These visits are an excellent way to engage the councilmember in their business community as well as to give them a better understanding of our economic development efforts. In April, **Councilmember James Brown** (pictured far right) participated by visiting Hydra, an aromatherapy products manufacturer, and LexPlastics, a custom plastic injection molding company. We look forward to hosting more councilmembers over the coming months.

ASK ABBY VAUGHN

How do I plan for a future I'm not in?

HI ABBY: It's been a few years since my parents passed away, but I feel like I'm still working through issues related to their estate, which is painful on several levels. I wanted to do right by them, but I didn't have a lot of direction. It's important to me that my own children have a smoother experience. After all it's hard enough to deal with the loss, let alone the finances. Do you have any suggestions?

—LOST LINDA

HI LINDA: First let me just say how sorry I am for your loss. We are never fully prepared to lose a loved one, but we are often less prepared for the challenges and decisions that come after in regard to finances, real estate, taxes, etc.

I think it's very wise of you to start thinking about this now. The reality is that many of those challenges can be overcome by having a detailed plan addressing financial decisions that may need to be made in the later stages of life (special needs, guardianship, long-term care, etc.) and thereafter.

ABBY VAUGHN, UNIFIED TRUST

While some may feel it's an uncomfortable topic to address, at our firm, we believe it's important to prudently plan for the future, in this case the future of your family, heirs or charitable causes. Now, estate plans can be complex and multiple resources (attorney, CPA, insurance agent, etc.) are often needed. We help coordinate these efforts for our clients and then continue to review and analyze the plan to make sure it meets the evolving needs of you and your loved ones.

After all, you will spend your entire life building your legacy--it's important to make sure your goals are met, maybe even for generations to come!

—ABBY V.

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

Abby Vaughn, AIF®
Business Development Director
Unified Trust Company
859-514-3345
abby.vaughn@unifiedtrust.com

Not FDIC Insured | No Bank Guarantee | May Lose Value

Friday, June 14, 2019 | Noon - 1:30 p.m. | Hyatt Regency Lexington (401 West High Street)

Next Public Policy Luncheon Series Event Features Congressman Andy Barr

PRESENTED BY

KENTUCKY AMERICAN WATER

PLATINUM SPONSORS

FORWARD INFORMATION TECHNOLOGIES

PNC BANK

STEPTOE & JOHNSON PLLC

The next Commerce Lexington Inc. Public Policy Series event **presented by Kentucky American Water** on **Friday, June 14**, from noon to 1:30 p.m. at the Hyatt Regency in downtown Lexington (401 W. High Street) will feature **Congressman Andy Barr**, who will will provide an update on priority issues facing the U.S. Congress to help improve Kentucky's economy. Some of Commerce Lexington's federal policy priorities include supporting trade policies that open markets, increasing investments in infrastructure, lower health care costs to businesses, immigration reform to help address workforce issues and continued investments in research and development that support the University of Kentucky, and more.

CONGRESSMAN ANDY BARR

Rep. Barr is a member of the Committee on Financial Services, and is Ranking Member of the Oversight and Investigations Subcommittee. He is also a member of the House Committee on Veterans Affairs. Barr is focused on strengthening Kentucky's signature bourbon, equine, coal, agriculture and manufacturing industries, and serves as co-chair of the bipartisan Congressional Horse Caucus. Congressman Barr initiated several constituent coalitions focused on finding solutions that will help Kentucky's veterans, signature industries, and the growing drug epidemic.

Rep. Barr graduated from Lexington's Henry Clay High School in 1992, earned his Bachelor of Arts degree in Government and Philosophy from the University of Virginia in 1996, and received his law degree from the University of Kentucky in 2001. Barr is a 2007 graduate of Leadership Lexington, a member of the Good Shepherd Episcopal Church and has served on the Board of Directors of the Friends of the Isaac Murphy Memorial Art Garden and Prevent Child Abuse Kentucky. He and his wife, Carol, are the proud parents of two daughters, Eleanor and Mary Clay.

TO REGISTER:

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

GOLD SPONSORS: Blue Grass Airport | Lexington-Bluegrass Association of Realtors | Lexington Clinic | University of Kentucky | WUKY 91.3 FM

SILVER SPONSORS: AT&T | Blue & Co. | Kentucky Utilities Co. | Lexington Center | RFH, PLLC CPA's | Sutherland & Associates | Traditional Bank | Wyatt Tarrant Combs

SMALL BUSINESS SPONSORS: Babbage Cofounder | Breeze Financial, LLC | DeSalvo & Co. | Hurst Office Suppliers | Kentucky Telecom | McCarthy Strategic Solutions | Melia Realty Group | Progressive Marketing | Smart Recycling Management LLC

AssuredPartners

POWER through Partnership

At AssuredPartners we are not just in the insurance business we are true partners. Our national team of dedicated, experienced insurance professionals always have your best interests in mind. Through listening, problem solving and collaboration, together we find the best new innovative solutions to fulfill your specific needs and promote your success. It's what we call power through partnership.

2443 Sir Barton Way
Suite 400
Lexington, KY 40509
859-543-1716

assuredpartners.com

Bluegrass Delegation Heads to Raleigh to Study its Successes, Challenges

A delegation of about 170 business professionals, community leaders, and elected officials will participate in Commerce Lexington's **2019 Leadership Visit** to Raleigh, North Carolina, **presented by Central Bank & Trust Co**. This inter-city visit is one of the largest and longest-running of its kind nationally among chambers of commerce and economic development agencies.

The annual Leadership Visit has helped expose Central Kentucky's leaders to the best ideas of communities throughout the United States, yielding valuable lessons that have been applied to the improvement of the Bluegrass Region. The trip has become a valuable opportunity for community leaders to examine the successes and challenges of other regions in the hopes of making positive changes here at home.

There have been a lot of great programs and initiatives created right here in Lexington following Leadership Visits, including things like the wildly-popular Thursday Night Live, the award-winning EMERGE Conference, Commerce Lexington's Minority Business Development Program and Access Loan small business financing initiative, the most recent Courageous Conversations, and more.

JOIN THE CONVERSATION:

Whether you are able to attend the Leadership Visit or not, you can still be part of the conversation and experience what others are seeing and doing in Raleigh through social media at **www.facebook.com/LeadershipVisit** and at **www.twitter.com/CommerceLex** using the hashtags **#bgvisit** and **#lexky**. You'll also find trip materials and an agenda posted on-line at **www.commercelexington.com/raleigh-2019.html**.

PRESENTED BY

Central Bank

PLATINUM SPONSORS:
Alltech
Crown Castle
Dinsmore
Kentucky Utilities Co.
McBrayer PLLC
MCM CPAs & Advisors
Stites & Harbison, PLLC
WesBanco Bank

OPENING NIGHT RECEPTION SPONSOR:
CHI Saint Joseph Health

NAME BADGE SPONSOR:
Wyatt, Tarrant & Combs, LLP

BRIEFING BOOK SPONSOR:
Hilliard Lyons | Baird

TEXT ALERT/WI-FI SPONSOR:
Hanna Resource Group

GOLD SPONSORS: Lexington Legends | Baptist Health Lexington
CHARGING STATION SPONSOR: Friends of Coal
BANK DINNER SPONSORS: Central Bank & Trust Co. | CHASE / J.P. Morgan | Community Trust Bank | Cumberland Valley National Bank & Trust Co. | Fifth Third Bank | Forcht Bank | Kentucky Bank | PNC Bank | Republic Bank | Traditional Bank | U.S. Bank | WealthSouth | WesBanco Bank

Tuesday, May 14, 2019 | 3:30 - 5:30 p.m. | Commerce Lexington Inc. (330 E. Main St. - First Floor Conference Room)

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

PRESENTED BY

DISTILLERY HEIGHTS
www.distilleryheights.com

SPONSORS:
Embassy Suites Lexington Green
Impressions Marketing and Events
TravelHost of the Bluegrass

POWER HOUR SPONSOR:
Nationwide Insurance -
Parsons & Howard Insurance Group

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

TRACY HARDIN

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

ABOUT THE SPEAKER:

Tracy Hardin is a long-time trusted advisor for IT that businesses have counted on for nearly 20 years. She is the founder and President of Next Century Technologies, an IT consulting firm that focuses on building and maintaining IT for businesses of all sizes. She has a Bachelor's degree in Computer Science from the University of Kentucky. Her continuing education includes certifications in computer networking and design from Novell and Cisco. Her and her team take a proactive approach to cyber security and computer maintenance. They work hard to keep all their clients' IT networks running well so users can get their jobs done.

NEW FORMAT FOR 2019:

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

TO REGISTER:

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

Thursday, June 20, 2019 | 4:30 - 6:30 p.m. | UK Federal Credit Union Corporate Offices (1730 Alysheba Way)

University of Kentucky Federal Credit Union Hosts Next Business Link

While Commerce Lexington Inc. continually provides opportunities to build your client base through networking, the University of Kentucky Federal Credit Union (UKFCU) provides its members with great service and options that help lead to financial growth. Those opportunities will collide when UK Federal Credit Union hosts the next Commerce Lexington Inc. Business Link event at its **Corporate Offices (not its Hamburg branch)** at **1730 Alysheba Way** on **Thursday, June 20**, from 4:30 - 6:30 p.m.

SPONSORED BY

University of Kentucky Federal Credit Union

If you haven't seen UKFCU's Corporate Office space, it is the perfect venue for connecting with colleagues and other business professionals, while browsing our exhibitors. Mark your calendar to attend this premier networking event.

ABOUT UNIVERSITY OF KY. FEDERAL CREDIT UNION:

UK Federal Credit Union is a not-for-profit financial cooperative. Its sole purpose is to serve the financial needs of its members by offering members quality services and products, while maintaining a financially strong institution. Members of UKFCU have access to quality financial services. Whether you're opening your first checking account, starting your own business or expanding your investments, UKFCU has a full range of financial services available to its members, through personalized service and flexible and user-friendly options, such as online banking, mobile banking and direct deposit.

TO REGISTER:

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

EXHIBIT SPACE:

Exhibit space is available at this event. Contact Liz Bennett at lbennett@commercelexington.com or reserve online at **www.commercelexington.com**.

Deadline to Submit 2019 Salute to Small Business Award Applications is Friday, June 21

Apply Now for Salute to Small Business Awards Presented by Forcht Bank

PRESENTED BY

Forcht Bank
Happier Banking

PLATINUM SPONSOR:
Community Trust Bank

GOLD SPONSORS:
Central Bank & Trust Co.
H-L Media (Lexington Herald-Leader & Kentucky.com)
Kinetic Business by Windstream

Commerce Lexington Inc. began honoring the contributions that small businesses have on our economy in 1986, and since that very first Salute to Small Business, the impact of small businesses on the global economy has become greater than ever before. In fact, small business owners have accounted for more of the job growth in our country over the last decade than large companies.

Commerce Lexington recently reformatted its Salute to Small Business Awards program, adding more and better defined award categories, more inclusiveness among the small business community, and the opportunity for state and national recognition. These changes brought great success to the program, with a significant increase in the number of small businesses applying for awards.

ELIGIBILITY FOR AWARDS:

Businesses must be active members of Commerce Lexington Inc., and must have completed three (3) or more full years of operation and have fewer than 100 employees. Small businesses can apply for more than one award category, but can be a finalist for ONLY one category. **LIST OF AWARD CATEGORIES APPEARS ON PAGE 11**.

DOWNLOAD AN APPLICATION:

Those interested in applying for the 2019 Salute to Small Business Awards can download a detailed application at **www.commercelexington.com**. **Applications must be submitted to Commerce Lexington Inc. by Friday, June 21, 2019**.

THE SELECTION PROCESS:

Small business award applicants are judged and winners are selected for each of the eight categories. The names of the category winners are released about a month prior to the **Salute to Small Business Awards Luncheon presented by Forcht Bank** to be held in late August.

MORE RECOGNITION/VISIBILITY:

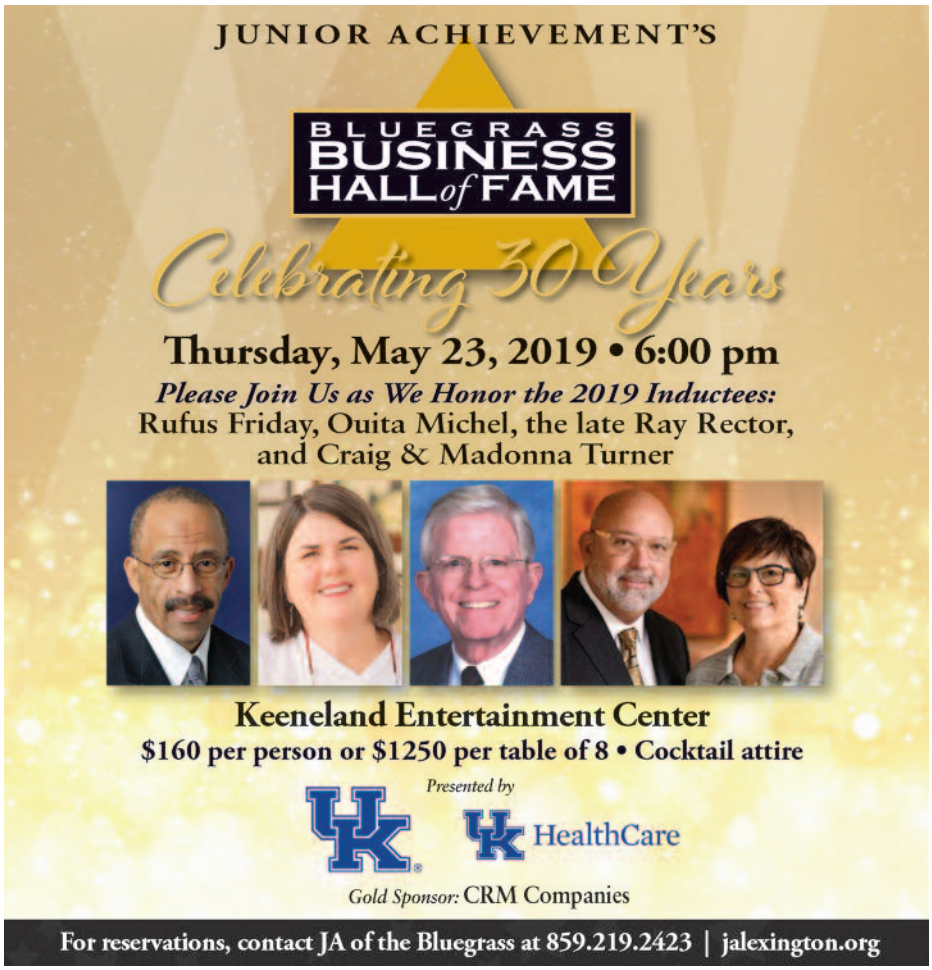
The Commerce Lexington Inc. Small Business of the Year is then selected from the category winners and announced at the awards luncheon. The Small Business of the Year then has the opportunity to apply for state and national recognition through the U.S. Small Business Administration with the assistance of the Bluegrass Small Business Development Center. Additionally, award winners in each category are provided with exhibit space prior to the Salute to Small Business Awards Luncheon so they can show off their products and services.

SILVER SPONSORS:
Bluegrass Community & Technical College
Cumberland Valley National Bank
MCM CPAs & Advisors
MetroNet
TravelHost of the Bluegrass
WUKY 91.3FM

SMALL BUSINESS SPONSORS:
BACK Construction
Central Kentucky Research Associates, Inc.
Huntington National Bank
Hurst Office Suppliers, Inc.
Nationwide Insurance: Parsons & Howard Insurance Group
Precision Duplicating Solutions

INVITATION, PROGRAM & SIGNAGE:
Stablemate Creative, LLC

PRINT SPONSOR:
Lynn Imaging/Monster Color



DOWNLOAD AN AWARD APPLICATION AT www.commercelexington.com/salute-to-small-business.html

Salute to Small Business Award Categories; Deadline is June 21, 2019

BUSINESS SUCCESS AWARD

The Business Success Award recognizes a business that doesn't fall into one of the other award categories. This is your opportunity to put your company's operations, products and services, growth, and response to adversity up against the "best of the best." Tell us about the unique aspects of your business, such as enhanced services for customers, workplace flexibility initiatives, logistics adjustments, and/or expansion efforts.

GREEN INITIATIVE AWARD

Company must display movement toward the implementation of green initiatives. The business would have to demonstrate what they have done to go "green" to quality for this award. Criteria includes written policies, goals and metrics for green practices, provision or use of alternative energy and/or energy efficient products or services, or produce or manufacture a green product or service. As a business or organization, being green means finding environmentally-friendly ways to do business and/or encouraging employee participation in sustainable business practices that have a significant and positive impact on the company and/or the community.

LEGACY AWARD

Businesses eligible for this award include companies that have been in business for 25-plus years, multi-generational businesses, and past Small Business Celebration award winners. The award recognizes staying power, longevity, the ability to adjust to the changing economic climate, and company growth.

INNOVATION AWARD

Company must have demonstrated ability in adopting and utilizing technology to directly increase productivity, efficiency, revenue and/or profits. Additional criteria include informed decision-making process around technology adoption, strategic implementation and ability to measure results of utilization. This award is your chance to "wow" us with an innovative practice that your company has implemented in the past year in response to the changes in the economy. Provide an example of a new product, service, business process or system; quantify its growth; and explain how this innovation resulted in reduced expenses or increased operation efficiency for your company.

MINORITY BUSINESS AWARD

The Minority Business Award recognizes an ethnically-owned member business, which is defined by Commerce Lexington Inc. as a business that is 51-percent owned, operated & controlled by a person within the following racial and ethnic groups: African American; Hispanic American; or Asian American. Tell us about the unique aspects of your business, such as enhanced services for customers, workplace flexibility initiatives, logistics adjustments, and/or expansion efforts.

NONPROFIT AWARD

To be considered for this award, the organization must highlight its services, fundraising efforts, its impact and return-on-investment, ability to inspire and engage volunteers, maximizing its output and reach to a wide variety of groups and people within the community.

PHOENIX AWARD

Phoenix awards are given to those individuals (business owners, volunteers and public officials) whose efforts and contributions have enabled their businesses or communities to recover successfully from a disaster, natural, economic or manmade. Company must have endured a uniquely challenging circumstance or natural disaster and successfully emerged from it stronger and poised for growth in order to qualify for this award.

YOUNG ENTREPRENEUR AWARD

To be considered a young entrepreneur, the individual must serve as a majority owner and operate or bear principal responsibility for operating a small business with at least a three-year track record, and who will **not** have reached the age of 35 by June 1, 2019. Evidence of success as measured by sales and profits, increased employment opportunities created by the nominee's business, development and/or utilization of innovative or creative business methods and demonstrated entrepreneurial potential necessary for long-term business success and economic growth.

PLACE US ON YOUR MEETING AGENDA.

As one of the Bluegrass region's premier hotels, the Hilton Lexington Downtown hotel boasts over 20,000 square feet of upscale meeting and event space. Our elegant, sophisticated facilities will make all of your corporate guests feels like VIPs.

For more information please visit hilton.com or contact our Sales Team at 859-281-3739

Hilton LEXINGTON / DOWNTOWN

369 West Vine Street | Lexington | KY 40507 | USA

HILTON HHONORS

©2014 Hilton Worldwide

Wednesday, May 15, 2019 | 3:30 - 5:00 p.m. | Commerce Lexington Inc.'s First Floor Conference Room

Business Owners' Advisory Boards (BOAB) Now Enrolling for Spring

Small Business Owners Invited to Attend Enrollment Event Wednesday, May 15th

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

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

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

RSVP FOR THIS ENROLLMENT EVENT:

To RSVP, e-mail to Liz Bennett at **lbennett@CommerceLexington.com** or visit **www.CommerceLexington.com**. There is no charge to attend this Commerce Lexington Inc. MEMBERS' ONLY informational event.

Groups Helping Small Businesses

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

Delegation from Ocala, Florida, Studies Lexington During Intercity Visit

A delegation of about 40 business professionals and community leaders from Ocala, Florida, visited Lexington in early April for the Ocala/Marion County Chamber & Economic Partnership's first official intercity visit. Similar to Commerce Lexington Inc.'s Leadership Visit, the Ocala group heard from a variety of Lexington leaders, toured key places around Central Kentucky, and studied best practices to take back to Ocala.

Upon arrival in Lexington, the Ocala delegation received a welcome and introduction to the region from Commerce Lexington Inc. president and CEO, Bob Quick. Session topics during the three-day trip included land use and growth, arts and culture, tourism and the area's experience economy, the equine industry, homelessness, entrepreneurship and innovation, building community brands, education and workforce development, and thriving together to ensure Lexington is a place where everyone can be successful.

The group also enjoyed a reception, dinner, tour and Bourbon tasting at Buffalo Trace Distillery, as well as a day at the races at Keeneland, and a tour of the Toyota plant in Georgetown.

Kevin Sheilley, President & CEO of the Ocala Marion County (Florida) Chamber and Economic Partnership introduced Commerce Lexington Inc. President & CEO Bob Quick to kick off Ocala's first official intercity visit with welcome remarks. (CLX Staff Photo)

Lexington has attracted many more intercity visits, including more recent delegations from Lafayette, Louisiana, Columbia, Missouri, and Tuscaloosa, Alabama. During Commerce Lexington Inc.'s upcoming Leadership Visit May 8-10, about 170 business and community leaders will travel to Raleigh, North Carolina to study that city. **FIND OUT MORE ABOUT CLX'S TRIP ON PAGE 7 OF THIS ISSUE**.

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

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

www.instagram.com/CommerceLex

www.facebook.com/groups/CommerceLexington
www.facebook.com/LocateInLex
www.facebook.com/clmbd

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

www.twitter.com/CommerceLex & www.twitter.com/LocateInLex

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

www.youtube.com/commlexingtonky

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

www.linkedin.com/company/commerce-lexington
www.linkedin.com/groups/3937103

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

www.commercelexington.com/clx-blog
http://news.locateinlexington.com

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

ADVERTISEMENT BY H-L MEDIA (LEXINGTON HERALD-LEADER & KENTUCKY.COM

COMMERCE LEXINGTON INC. STAFF REPORT

Leadership Central Kentucky Class Members Explore Woodford County

The 2018-19 Leadership Central Kentucky class met in Woodford County on March 20th. Class members began the day session at the Falling Spring Recreation Center, learning about the Life Adventure Center from their classmate, Wesley Scott, who sponsored breakfast.

Next, class members were greeted by Woodford County Judge Executive James Kay, Versailles Mayor Brian Traugott, and Midway Mayor Grayson Vandergrift. They also received a briefing and tour of Woodford Theatre and the Falling Springs Recreation Center.

After relocating to Ruggles Sign company, the class learned from current company leadership about how the family-grown business has adapted to change over the years. Lunch was sponsored by The Homeplace at Midway, where Woodford County Superintendent Scott Hawkins shared five leadership traits, including integrity, perseverance, kindness, relationship-building, and surrounding oneself with good people.

Following lunch, a tour of the impressive grounds of Castle & Key Distillery was enjoyed by all in the afternoon sunshine. The day ended with a debrief at the Rolling Oven as the class enjoyed pizza, gourmet popcorn and beverages. Now a thriving business area, class members had a few minutes to browse the shops in the courthouse area before dismissing for the day.

PRESENTED BY

LG&E KU

PPL companies

2019-20 Leadership Central Kentucky Applications Due by June 17, 2019
www.LeadershipCentralKentucky.com

PLATINUM SPONSOR

TOYOTA KENTUCKY

GOLD SPONSOR:
Kentucky American Water

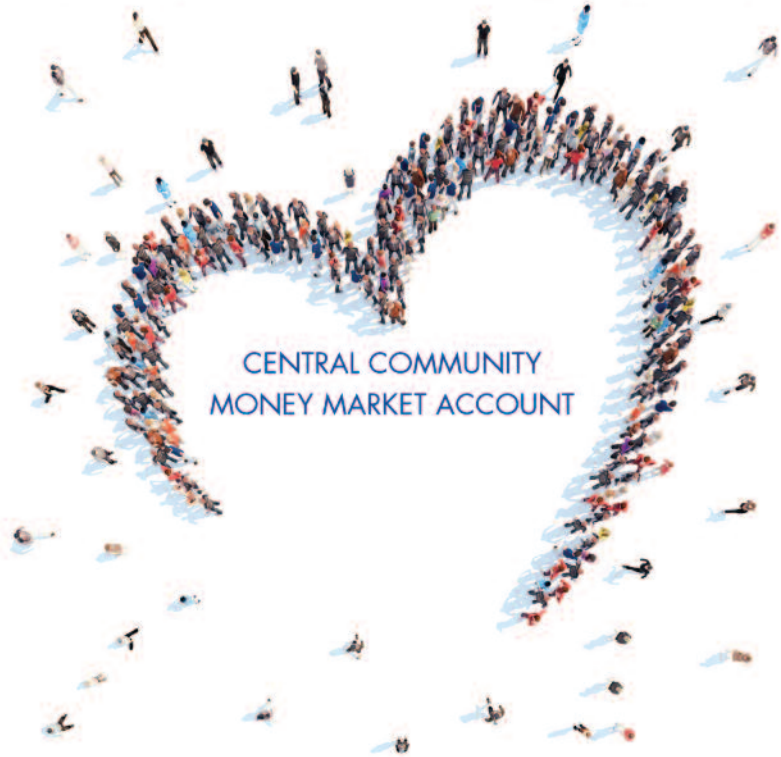
SILVER SPONSORS:
Ale-8-One | Kentucky Bank

BOOK SPONSOR: CV Sciences

GRADUATION SPONSOR:
Columbia Gas of Kentucky

MARKETING SPONSOR:
Bluegrass Community & Technical College

BANK FOR A BETTER TOMORROW.



We believe in helping our community. Which is why we've created the Central Community Money Market account. When you open a Central Community Money Market account, your nonprofit could be eligible for annual donations,* which means we can help make our community better. We have a minimum opening deposit of $2,500 and tiered interest rates, so the more you save, the more you earn.** If you're interested in partnering with us to make this happen, visit one of our 20 Central Kentucky banking centers.

859-253-6222 • centralbank.com

Central Bank

CENTRAL TO YOU

Member FDIC

*Contact your Central Banker for complete eligibility requirements. Not all nonprofits will be eligible.
**Contact your Central Banker for complete account details.

Recap By Nathaniel E. Hocker, Sherman Carter Barnhart Architects, PLLC

Leadership Lexington Class Members Study Diversity and Inclusiveness

PRESENTED BY

LEXUS OF LEXINGTON

ORIENTATION SPONSOR

Sutherland & Associates

BREAKFAST SPONSOR

HIGHGROVE AT TATES CREEK

PLATINUM SPONSORS

KEENELAND

Mahan Multimedia
Where Light Meets Story™

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

The 2018-19 Leadership Lexington class met in April for Diversity Day. The theme of each activity throughout the day reiterated awareness that in order to stand together as a nation, there must first be willingness for acceptance. Class members were challenged to think deeper about the meaning of the word "diversity" truly means. Race is often the first thing that comes to mind, but diversity goes much deeper than skin color. In fact, the word implies variety, and a range of characteristics define it. The morning session began with Al Cornish of Sutherland and Associates who explained that, "Diversity is any difference that makes a difference."

Leadership Lexington class members participated in a discussion about different religions during Diversity Day. (Photo by Mark Mahan, Mahan Multimedia)

Next, class members engaged in activities to expand their understanding of diversity and inclusion with artist Marjorie Guyon and her current art projects which "express her vision for public art that manifests in street 'museums,' bringing unexpected content and beauty while redefining the space they inhabit," as well as a panel on LGBTQ, and the mistreatment of people with disabilities within society.

A highlight of the day was an activity involving exposure to various religions held at Crestwood Christian Church, with individual stations led by people associated with different denominations or religions. Class members rotated from table to table to learn about the different forms of worship and doctrines of each person, and were encouraged to keep an open mind, share their own religion and experience, and finally, learn something new about a religion or denomination they may not have otherwise known.

Accepting the differences of others was one of many key themes of the day. We also heard about cultural competence, or the need to self-assess and explore one's own cultural competency, which is crucial to the improvement of social interaction with others different than us, knowledge of other cultures, and becoming better about understanding what diversity has to offer.

The Diversity day session exposed the class to the struggle associated with inclusiveness when it isn't embraced by all. We learned that there are many barriers to creating a culture of inclusivity, especially when people don't take the time to get to know others, listen with an open mind, and eliminate fear by exploring cultural traditions other than their own.

The day concluded with a better understanding that when we engage in our communities, a deeper awareness forms that encourages collaboration, enables commitment, and sparks curiosity.

2019-20 Leadership Lexington Applications Due By May 15th

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

LEADERSHIP LEXINGTON ENABLES PARTICIPANTS TO:

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

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

The deadline to apply for the 2019-20 program is Wednesday, May 15, 2019. The application can be found on-line at www.leadershiplexington.com

COMMERCE LEXINGTON INC. STAFF REPORT

Leadership Lexington Youth Ends Program With Reflection & Graduation

Leadership Lexington Youth class members at Graduation. (Photo by Quisha Ray)

Reflection & Graduation Day for the Leadership Lexington Youth class was held on April 10th. The day kicked off with Grace Gorrell, a professor for UK's Community & Leadership Development, guiding the students through their final training focused on 'Strengths Insights.' Prior to the session, students were asked to complete an online StrengthsFinder assessment, where they received their top five strengths in a report. Students were to review the reports and complete a reflection assignment regarding their assessment results. Grace helped the students process their Strengths Results and challenged them to think about how they can take the knowledge gained about themselves and use it for future endeavors such as applying to higher education institutions and jobs. LLYP Steering Committee Chair Kelli Parmley then led the class through an After Action Review, so students could provide feedback to program leadership on their experience. At noon, parents/guardians, steering committee members and school contacts joined the class for a graduation luncheon. The keynote address was provided by Jason Cummins of the University of Kentucky. Students were called forward to receive graduation plaques, and the **2018-19 Distinguished Leader**, **Drew Rodriguez** of Frederick Douglass High School, was announced.

PRESENTED BY

HealthCare

PLATINUM SPONSOR

It's about kids.
FAYETTE COUNTY PUBLIC SCHOOLS

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

DREW RODRIGUEZ

AMBASSADOR SPOTLIGHT

Laura Henry, Account Executive, Energy Insurance

lhenry@energyinsagency.com | (859) 543-3019 | www.energyinsuranceagency.com

ABOUT ENERGY INSURANCE: Energy Insurance has been around since the 1980's, providing all types of insurance, including commercial, personal, employee benefits and bonds.

ABOUT HER ROLE AT ENERGY INSURANCE: Laura began working at Energy Insurance in January 2014. She said, "I help companies protect their assets, whether it's their people, buildings, or operations. I sell a promise, and I try to craft the best possible insurance program for each client. I tell my clients I am their Chief Worry Officer, because I worry about their coverages, so they don't have to."

ABOUT SERVING AS AN AMBASSADOR: Laura said, "I love being an Ambassador for the same reason I love my job - being able to build relationships and meet new people. The opportunity to network with fellow Ambassadors, Commerce Lexington staff, and members is really awesome! I enjoy talking to new members, hearing how they appreciate the support Commerce Lexington provides and all the benefits they receive."

WHAT ARE HER FAVORITE CLX EVENTS? Laura said she really enjoys the Business Links, Annual Dinner, Public Policy Luncheon Series, and the Business on the Green golf event.

LAURA HENRY

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

WELCOME NEW MEMBERS

New Commerce Lexington Inc. Members for the Period of March 13 through April 15, 2019

AD-IOS Digital Marketing Co.
Website Developer
Main Contact: Crystal Geis
508 N. Main St., Ste. A
Nicholasville, KY 40356
Phone: (859) 621-0470
http://ad-ios.com

Bankers Title of Central Kentucky
Title Companies
Main Contact: Christie Ellis
1795 Alysheba Way #6105
Lexington, KY 40509
Phone: (859) 537-2845
www.btcentralky.com

Black Lotus Yoga
Yoga Instruction
Main Contact: Amanda Ralston
301 E. Vine St., Ste. 170
Lexington, KY 40507
Phone: (859) 421-4915
www.blacklotusyoga.com

Bluegrass Learning Solutions
Business Consultants
Main Contact: Jack Branum
1501 Townley Dr., Lexington, KY 40511
Phone: (859) 472-4292
http://bluegrasslearningsolutions.com

Bringing In The Green, LLC
Marketing Consultants/Services
Main Contact: Debra Green
3554 Blackwell Place
Lexington, KY 40509
Phone: (859) 536-7863
www.bringinginthegreen.com

Chrysalis House, Inc.
Non-Profit Organizations
Main Contact: Lisa Minton
1589 Hill Rise Dr., Lexington, KY 40504
Phone: (859) 977-2502
www.chrysalishouse.org

Commonwealth Home Health
Home Health Service
Main Contact: Shannon Gordon
1056 Wellington Way, Ste. 130
Lexington, KY 40513
Phone: (859) 333-2427
www.lhcgroup.com

Curves
Fitness Centers
Main Contact: Tina DiGuglielmo
3450 Richmond Rd., Lexington, KY 40509
Phone: (859) 263-0045
www.curves.com

ERA Select Real Estate
Real Estate
Main Contact: Greg Buchanan
444 Lewis Hargett Circle #275
Lexington, KY 40503
Phone: (859) 296-1525
www.eraselect.com

Ethan Allen Design Center
Retailers
Main Contact: Mark McBride
1873 Plaudit Place
Lexington, KY 40509
Phone: (859) 543-8521
www.ethanallen.com

Fleet Service Inc.
Truck Repairing & Service
Main Contact: Brad Ohnheiser
1061 Nandino Blvd.
Lexington, KY 40511
Phone: (859) 281-1458
www.fleetserviceincky.com

Foothills Contracting
Contractors
Main Contact: Angie Frederick
2485 Highway 460 E.
West Liberty, KY 41472
Phone: (606) 743-4490

The Foster Care Council
Non-Profit Organizations
Main Contact: Cassie Slone
2121 Richmond Rd., Ste. 105
Lexington, KY 40502
Phone: (239) 248-7699
www.thefostercarecouncil.com

Fouser Environmental Services
Environment & Ecological Services
Main Contact: Ray Fouser
165 Camden Ave.
Versailles, KY 40383
Phone: (859) 873-6211

Hispanic Connections
Insurance
1565 Alexandria Dr., Ste. 2
Lexington, KY 40504
Phone: (859) 296-0320

Home of the Innocents
Non-Profit Organizations
Main Contact: Kasi Rowlett
3306 Clays Mill Rd., Ste. 104
Lexington, KY 40503
Phone: (859) 669-9220
www.homeoftheinnocents.org/tlc

Hub on Campus
Apartments-Furnished
Main Contact: Cody Swinney
341 S. Limestone
Lexington, KY 40508
Phone: (859) 559-4151
www.huboncampus.com/lexington

Independent Real Estate Investments, LLC
Real Estate Management
Main Contact: Louise Couch
704 Spring Meadow Drive
Lexington, KY 40504
Phone: (859) 278-9311

Industrial Machine & Tool Company Inc.
Construction
Main Contact: Robin Marcum
141 Sunset Blvd.
Somerset, KY 42503
Phone: (606) 679-3342
https://imtsomerset.com

JACO Limousine & Transportation
Limousine Services
Main Contact: Todd Roberts
444 Lewis Hargett Circle, Ste. 170
Lexington, KY 40503
Phone: (859) 245-1421
www.jacolimo.com

Jeff Ruby's Steakhouse
Restaurants
Main Contact: Andi Sempier
101 West Vine St., Lexington, KY 40507
Phone: (859) 554-7000
www.jeffruby.com

Kenvirons Inc.
Engineers - Civil
Main Contact: Kenneth Taylor
770 Wilkinson Blvd.
Frankfort, KY 40601
Phone: (502) 695-4357
www.kenvirons.com

Kwik-Set Fasteners, Inc.
Tools - Retail
Main Contact: Louise Moore
1151 Commercial Drive
Lexington, KY 40505
Phone: (859) 252-7518
www.kwik-set.com

Lexington Computer Recycling
Computer Recycle/Disposal
Main Contact: Shane McClintock
3007 Park Central Ave., Ste. B1
Nicholasville, KY 40356
Phone: (859) 279-1195
www.lexingtoncomputerrecycling.com

Lexington Lettering, LLC
Specialty Stores
Main Contact: Erinn Foglesong
3396 Scottish Trace, Lexington, KY 40509
Phone: (502) 338-4811
www.Lexington-Lettering.com

Mingua Beef Jerky
Meat
Main Contact: Mindy Jones
180 Cleveland Dr., Paris, KY 40361
Phone: (859) 987-9719
www.minguabeefjerky.com

Prism Title & Closing Services, Ltd.
Title Companies
Main Contact: Ann Wolf
7900 Tanners Gate Lane
Florence, KY 41042
Phone: (859) 344-2727
www.prismclosings.com

RANDOM CAT Presents
Event Production
Main Contact: David Helmers
110 E. 3rd Street
Lexington, KY 40508
Phone: (859) 252-2927
www.railbirdfest.com

RE/MAX Properties East
Real Estate
Main Contact: Angela Evans
10525 Timberwood Circle
Louisville, KY 40223
Phone: (502) 425-6000
www.homesinlouisville.com

Rps Tek Sol LLC
IT Consulting/Technical Staffing
Main Contact: Venkat Kalavag
140 Kings Daughters Dr., Ste. 300
Frankfort, KY 40601
Phone: (210) 373-9586
www.rpsteksol.com

SelfieBar
Photo Booth
Main Contact: Autumn Ballentine
P.O. Box 1852, Lexington, KY 40588
Phone: (863) 255-5388
www.selfiebarky.com

Sharon Landrum Realty, Inc.
Real Estate
Main Contact: Sharon Landrum
721 S. 8th Street, Ste. A
Louisville, KY 40203
Phone: (502) 893-8244
www.slrealty.net

Swan Financial
Mortgages
Main Contact: Bryan Dollins
2700 Old Rosebud Rd., #150 B
Lexington, KY 40509
Phone: (859) 338-4776
www.swanhelp.com

Thompson Catering & Special Events
Caterers
Main Contact: Mike Thompson
121 Hud Road
Winchester, KY 40391
Phone: (859) 745-2019
www.partyky.com

T-Mobile
Cellular Telephone Equipment & Services
Main Contact: Kimberly Lawson
11509 Commonwealth Dr., Ste. 9
Louisville, KY 40299
Phone: (859) 539-5724
www.t-mobile.com/business

Andrew Mason joined **Bank of the Bluegrass & Trust Co.** as a credit analyst.

The Southeast Chapter of the American Association of Airport Executives (AAAE) recognized Lexington's **Blue Grass Airport** with the General Aviation Architectural Project of the Year Award. The award acknowledges the airport for its excellence in designing new private aircraft hangars and a 12,000 square-foot community hangar - WestLEX General Aviation Services. WestLEX is specifically designed to provide support services to airport tenants leasing hangars on the west side of the airfield.

Central Bank & Trust Co. recently announced several promotions, including **Lana Alexander** to assistant vice president of retail banking (Sir Barton location), **Barbara Johnson** to assistant vice president of retail banking (North Park location), **Rachel Jones** to retail banking officer (Tates Creek Road location), **Alex Wolf** to assistant vice president of retail banking (Main Lobby location in Lexington), and **Bridgette Wingate** to mortgage lending officer in Louisville.

Clearbrook & Co. Ltd. has named **Scott McIntosh** as corporate counsel.

Community Trust Bank announced that **Dale Taulbee** has been named as assistant vice president, business banking, in the bank's Versailles-Frankfort-Georgetown market. In addition, **Jason L. Lee** was named senior vice president, private wealth services manager of Community Trust & Investment Company's Wealth and Trust Management team.

Dean Dorton announced the addition of **Michael Gilliam** to the firm's cybersecurity team as manager of cybersecurity services.

The **Downtown Lexington Partnership** (DLP) recently recognized the winners of its 2019 Awards of Excellence, including the team that worked on the redevelopment of **Courthouse Square** (Urban Innovation Award), **Langley Properties** (Landscape & Streetscape Award), **Base 110** (Leadership Achievement Award), **VisitLEX** (Perfect Partner Award), **Woodford Webb** (Outstanding Individual Award), and **Beverly Fortune** (Smiley Pete Award), as well as Distinguished Service Award recipients **Kathryn Campbell** and **Kyle Frizzell**.

Mitch Long has been named as vice president at **GRW**. He has more than 28 years of professional experience, including 17 with GRW.

Mary Beth Naumann, a member based in **Jackson Kelly**'s Lexington office, received a distinguished Amicus Service Award at the mid-year meeting of the International Municipal Lawyers Association (IMLA). The award recognizes her efforts in drafting the amicus brief in the Silva Jr. V. City and County of Honolulu case.

Prominent Thoroughbred owner and breeder **Everett Dobson** has been appointed a **Keeneland** Trustee, succeeding Lane's End Farm owner **William S. Farish**, who has been a Keeneland Trustee since 2006. Farish will remain on Keeneland's Board of Directors.

Keller Williams Greater Lexington announced the following new agents, including **Chip Palmer**, **Bradley Wiseman**, and **Susan Young**.

Kentucky Community & Technical College System (KCTCS): **Benjamin Mohler** has been named vice president of resource development, responsible for overseeing the KCTCS Office of Development and Alumni Affairs and the Office of Grants, Contracts and Sponsored Projects. Mohler will also serve as executive director of the KCTCS Foundation.

Oak View Group Facilities, in a partnership with **Lexington Center Corporation**, named **Brian Sipe** as director of booking at Rupp Arena.

Lexington Griffin Gate Marriott Resort and Spa named **Craig Sundell** as general manager.

Lexington Marriott City Center and **Residence Inn Lexington City Center** named **Whitney Franklin** as director of catering and events, **Jason Perkins** as director of operations, and **Jared Gettler** as chief engineer.

Stites & Harbison, PLLC welcomed **Lee Pfeiffer** as chief information officer and director of business intelligence based in the firm's Louisville office. Stites & Harbison, PLLC attorney **Dustyn Jones** was selected to Leadership Kentucky's 2019 class of Elevate Kentucky, a leadership development program designed for millenials and young professionals.

The American Institute of Steel Construction (AISC) honored **Stites & Harbison, PLLC** attorney **David B. Ratterman** with the 2019 Lifetime Achievement Award at the North American Steel Construction Conference (NASCC) held in St. Louis in early April. The Lifetime Achievement Awards honor individuals who have provided outstanding service to AISC and the structural steel design/construction/academic community for a sustained period of years.

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.*

Radio Eye

Support Radio Eye on KY Gives Day!

KY Gives Day is an online, 24-hour fundraising event and a powerful day of action!

This KY Gives Day, May 14th, we ask you to make a gift to Radio Eye to help us reach our $10,000 goal!

Radio Eye is an audio information service providing people who are visually impaired or physically disabled with their local news, grocery ads, adapted exercise programs, and so much more!

$10,000 will provide almost 400 listeners with our service for an entire year!

kygives 5.14.19

kygives.org/organizations/radio-eye

Commerce Lexington
The Greater Lexington Chamber of Commerce, Inc.

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

Periodical
Postage PAID
at Lexington,
Kentucky

COMMERCE LEXINGTON: UPCOMING EVENTS

MAY 2019:

8-10 **2019 Leadership Visit presented by Central Bank & Trust Co.** to Raleigh, North Carolina. - SEE PAGE 7

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

15 **Deadline to apply for the 2019-20 Leadership Lexington program**. Apply on-line at **www.LeadershipLexington.com**.

15 **Leadership Central Kentucky presented by LG&E and KU Energy**: Reflection & Graduation Day.

15 **Business Owners Advisory Boards Enrollment Event**, 3:30 - 5 p.m., at CLX's first floor conference room. - SEE PAGE 12

16 **Leadership Lexington presented by Lexus of Lexington**: Equine Day Session.

16 **New Member Luncheon presented by Kinetic Business by Windstream**, 11:30 a.m. - 1:00 p.m., at Commerce Lexington's first floor conference room.

27 Commerce Lexington Inc. offices closed in observance of Memorial Day.

JUNE 2019:

13 **Leadership Lexington presented by Lexus of Lexington**: Graduation Day.

14 **Policy Luncheon presented by Kentucky American Water**, Noon - 1:30 p.m., at Hyatt Regency Lexington. - SEE PAGE 6

17 **Deadline to apply for the 2019-20 Leadership Central Kentucky program**. More info at **www.leadershipcentralkentucky.com**.

20 **Business Link hosted at the UK Federal Credit Union corporate office** (1730 Alysheba Way), 4:30 - 6:30 p.m. - SEE PAGE 9

21 **Deadline to submit 2019 Salute to Small Business Award applications**. - SEE PAGES 10-11

26 **5 Across** pitch contest begins at 5:00 p.m. at Awesome Inc. (348 East Main St.); Cost: $5 per person.

JULY 2019:

18 **New Member Luncheon presented by Kinetic Business by Windstream**, 11:30 a.m. - 1:00 p.m., at Commerce Lexington's first floor conference room.