

20 YEARS OF PROVIDING MEMBER BUSINESSES WITH THE TOOLS TO SUCCEED

# BUSINESS FOCUS<sup>20</sup>

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC.

DECEMBER 2012

VOLUME XX, ISSUE XII



**U.S. Senator Rand Paul  
Headlines December 14th  
Public Policy Luncheon**

Presented By



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Visit to Omaha, Nebraska*

*Kentucky Regional Tour Recap*

*Business Link at Kentucky Eagle, Inc.*

*Resource Roundtable: Tax Strategies for  
Year-End and 2013*

*Annual Dinner is February 7, 2013*

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SAVE THE DATE: KEMI Presents Commerce Lexington Inc. Annual Dinner on February 7, 2013



Registration Available for 2013 Commerce Lexington Inc. Leadership Visit to Omaha



**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

#### 2012 Chair of the Board:

Jeri Isbell, *Vice President, Human Resources*  
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**Communications Specialist:** Elizabeth Bennett

**Printing:** Post Printing

**Mail Service:** Lexington Herald-Leader

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.

## QUESTIONS?

For questions or comments about Business Focus, contact Mark E. Turner at (859) 226-1606 or mturner@CommerceLexington.com or Liz Bennett at (859) 226-1615 or lbennett@CommerceLexington.com.

## Isbell: Collaboration Key to 2012 CLX Successes

"I began the year talking about the importance of connections and partnerships, and that certainly rang true for Commerce Lexington Inc. and the Bluegrass Region in 2012. In fact, those linkages were put to the test during a site selection process that resulted in the announcement this fall that some 250 jobs would be relocating to Lexington.



**JERI ISBELL**  
LEXMARK  
INTERNATIONAL  
2012 CHAIRMAN  
COMMERCE  
LEXINGTON INC.

After several months and through the help and involvement of more than 100 community leaders and business professionals, international law firm Bingham McCutchen announced that it had selected Lexington for its global services center from a list of some 350 U.S. cities. That's what I call taking the "working together" mentality to a whole new level.

The Bingham McCutchen project is another feather in the cap of the Bluegrass Business Development Partnership (BBDP), which has been praised as a model of collaboration by many of the new and existing companies with which Commerce Lexington Inc. has worked. The BBDP includes its main partners like Commerce Lexington Inc., the Lexington-Fayette Urban County Government, and the University of Kentucky, and it also includes the Kentucky Cabinet for Economic Development as a big part of the process.

I've said it before, and I'll say it again. Everyone in our community, regardless of what they do, has a role and an impact on economic development and our ability to recruit and retain companies. Whether you're a teacher, a nurse, a software developer, a mortgage lender, or construction worker, your efforts in your day-to-day job strengthen your industry and ultimately our economy.

In June, nearly 180 people traveled to San Antonio for the Commerce Lexington Inc. Leadership. That alone should tell you about the kind of people we have in the Bluegrass and their passion for improving our region. In that city, we found some of the same challenges and struggles that we face each day. Many years ago, it took the vision and commitment of the business community to turn the San Antonio River Walk into the iconic feature that it is today.

See "Chairman" on Page 17

# Give *and* receive (or give again!)



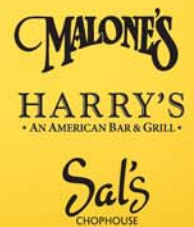
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A Collaborative Effort of the Bluegrass Business Development Partnership (BBDP):



SUBMITTED BY: Gina Greathouse, Margaret Ridley, Kimberly Rossetti & Alaina Stephens, Commerce Lexington Inc. Economic Development Division



Five technology-based companies that recently relocated to Lexington and received SBIR federal grants were recognized during the kickoff of Global Entrepreneurship Week. Left to right: Warren Nash (Lexington ICC), Ms. Phyllis Siegel (Biomedical Development Corporation), Dr. Kalyan Ganesan (Minerva Systems & Technologies, LLC), Ms. Vesta Brue (TeleHealth Holdings), Dr. Mukesh Agarwal (Invenio Therapeutics), and Dr. Jacques P. Bingue (Innovative Energy Solutions).



LFUCG Commissioner of General Services Sally Hamilton, second from left, presented Lexington a proclamation designating November 12-18, 2012, as Global Entrepreneurship Week. Pictured left to right: Commerce Lexington Inc. President & CEO Bob Quick, Hamilton, Vesta Brue of TeleHealth Holdings, and University of Kentucky Interim Provost and Dean of the College of Pharmacy, Dr. Tim Tracy.

## Global Entrepreneurship Week | SBIR Company Announcements

The Bluegrass Business Development Partnership (BBDP), a collaborative partnership of the city of Lexington, Commerce Lexington Inc., and the University of Kentucky recently announced that five new companies have relocated to the community. All are technology-based companies that have received federal Small Business Innovative Research (SBIR) grants. Although all different technologies, each company is developing cutting-edge advancements in their industries. All companies worked closely with the BBDP on establishing operations in Lexington.

### The five companies relocating are:

- Biomedical Development Corporation (San Antonio, Texas);
- Innovative Energy Solutions (Chicago, Illinois);
- Invenio Therapeutics, Inc. (Cleveland, Ohio);
- Minerva Systems & Technology (Middleton, Rhode Island);
- TeleHealth Holdings (San Antonio, Texas).

The companies will create over 50 high-tech, high-paying jobs for Lexington. These companies received over \$2 million dollars in federal SBIR-STTR awards from the National Institutes of Health, Department of the Army, and National Science Foundation. These federal awards have been matched by Kentucky's SBIR/STTR matching funds program, managed by the Kentucky Cabinet for Economic Development.

"The Commonwealth welcomes all five of these companies to Lexington," said Gov. Steve Beshear in a press release. "This is a tremendous day for Kentucky; not only are we excited about 50 new,

high-tech jobs and millions of dollars in investment, but we realize how attractive the Commonwealth is for innovative companies that require a vibrant workforce. These companies enhance our reputation and demonstrate the outstanding quality of our people."

"The University of Kentucky is proud to engage with and welcome these companies to Lexington," said Interim Provost and Dean of the College of Pharmacy, Dr. Tim Tracy. "The intellectual capital we offer as the Commonwealth's flagship and land grant research university – in partnership with the business expertise of these companies – bolsters the development of a high-tech, high-wage economy in the Bluegrass region."

The companies were recognized at the Kick-off event for Global Entrepreneurship Week (GEW). After the announcement, Commissioner of General Services Sally Hamilton presented Lexington a proclamation designating November 12-18, 2012, as Global Entrepreneurship Week.

GEW was organized by the Lexington Innovation & Commercialization Center, a part of the Kentucky Innovation Network, and the Bluegrass Small Business Development Center, and supported by the partners of the Bluegrass Business Development Partnership, including the Lexington-Fayette Urban County Government, University of Kentucky, and Commerce Lexington Inc. Global Entrepreneurship Week featured a variety of events to help aspiring entrepreneurs spot opportunities, take risks, solve problems, be creative, build connections, and learn from both failure and success.

[www.LocateinLexington.com](http://www.LocateinLexington.com) | [www.twitter.com/locateinlex](http://www.twitter.com/locateinlex) | [www.facebook.com/locateinlex](http://www.facebook.com/locateinlex)

## KAED Conference: Bowling Green

Commerce Lexington Inc. participated in the annual Kentucky Association for Economic Development (KAED) conference in Bowling Green, November 14 – 16. During the annual conference, participants attended sessions about issues economic developers are facing in the industry. Site selection consultants also attended the conference and presented to the group. In addition to conducting professional development, our team was able to network with the consultants and market the Bluegrass Region.

## New York Marketing Trip

Commerce Lexington Inc. is traveling to New York in December to meet with clients and site selection consultants to market the region. During the visit, we'll market Lexington as a great place for doing business, learn of any new projects, and develop relationships. The trips are important to reinforce the Lexington brand to consultants who work on behalf of their clients in finding a new business location.

## Venture Club's Entrepreneurial Celebration is January 31, 2013

Please mark your calendar for **Thursday, January 31, 2013**, for the annual Lexington Venture Club Entrepreneurial Celebration. The event will be

held from 5 – 7 p.m. at the Toasted Barrel (517 West Main Street – across from Heritage Hall). Please join us to recognize start-up and early stage companies in the region who received investment in 2012. For more information, please contact Stacy Lackey at (859) 225-5005 or [slackey@commercelexington.com](mailto:slackey@commercelexington.com).



*A great crowd turned out for the latest meeting of the Manufacturers' Networking Group at Link-Belt.*

## Manufacturers' Networking Group

In October, the Manufacturers' Networking Group convened at Link-Belt for a luncheon and panel discussion. The topic was workforce training issues. The Fayette County Public Schools were invited to attend the lunch and join the discussion. **James Hardin**, FCPS Career and Technical Education Coordinator, moderated the discussion between local employers and school administration. Panelists at the meeting included: **Ray Stanley**, FCPS; **Joe Norman**, FCPS; **Daryn Morris**, FCPS; **Maggie Coats**, Manpower of Central Kentucky; and **Mark Kreyenbuhl**, Link-Belt. The meeting concluded with tours of the Link-Belt campus.

## C3N Event Helps HR, Management Pros

The Contact Center Consortium Network is for all local HR and management professionals in the contact center industry to discuss issues, opportunities, and trends. Recently, the group met to discuss customer service needs the companies are facing. **Ms. Pam Hatcher**, Director of Workforce Solutions at Bluegrass Community and Technical College, was the guest speaker. She reviewed the training opportunities that are available. The network of contact center professionals are currently in the process of identifying their top training needs and will soon begin working with BCTC on developing a training program for the consortium members.

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FRIDAY, DECEMBER 14, 2012 | NOON - 1:30 P.M. | HILTON LEXINGTON DOWNTOWN (369 WEST VINE STREET)

## U.S. Senator Rand Paul Headlines December 14th Public Policy Luncheon

PRESENTED BY:



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United States Senator Rand Paul has made headlines in Washington since his election in 2010 through his efforts to reform government, promote transparency and emphasize fiscal responsibility. On **Friday, December 14**, Senator Paul is our featured guest at the Commerce Lexington Inc. Public Policy Luncheon **presented by Kentucky American Water** beginning at noon at the Hilton Lexington Downtown (369 West Vine Street).

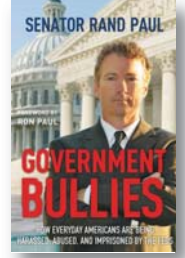
Senator Paul will give his impressions of the 2012 election results and what, if any, impact they will have on Congress in 2013, as well as the issues that must be addressed prior to the end of the year, and the key issues for the next session. He currently serves on the following committees: Energy and Natural Resources; Health, Education, Labor and Pensions; Homeland Security



U.S. SENATOR  
RAND PAUL

and Government Affairs; and Small Business and Entrepreneurship.

**NOTE:** Senator Paul will also be available to sign his latest book, *Government Bullies*, at the luncheon. Joseph-Beth Booksellers will have books available for purchase at the event.



**TO REGISTER:**

The cost to attend the Public Policy Luncheon is \$45 for Commerce Lexington Inc. members, and \$55 for potential members. To register, e-mail to [rsvp@commercelexington.com](mailto:rsvp@commercelexington.com) or register on-line at [www.commercelexington.com](http://www.commercelexington.com).

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# Kentucky Regional Tour Highlights Agri-Economics, Lex-Lou Collaboration

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A Bluegrass delegation of about 55 people participated in the 2012 Kentucky Regional Tour presented by Community Trust Bank on November 15-16. This two-day bus tour highlighted some of Kentucky's key features in agri-economics throughout the Bluegrass Region, as well as the collaborative possi-

bilities between the Lexington and Louisville areas. View a lot more photos from the Kentucky Regional Tour on the Commerce Lexington Inc. Facebook page at [www.facebook.com/groups/CommerceLexington](http://www.facebook.com/groups/CommerceLexington).

**MORE PHOTOS ON PAGE 9**



Kentucky Regional Tour group at Jim Beam Distillery in Clermont. (Photos by Mark Turner, CLX staff)



Tour of Yum! Center in Louisville.



Dr. Mary Evans Sias, Ky. State University in Frankfort.



On day one of the Regional Tour, Dr. Pearse Lyons, top, gave a tour of Alltech's Lexington Brewery & Distillery. Later, Tim Burcham, bottom, gave an overview of Kentucky Community & Technical College System while in Versailles.



Larry Jones, Community Trust Bank.

Dave Adkisson, Sean Cutter, Terry McBrayer at State Chamber.

TUESDAY, DECEMBER 11, 2012 | 3:30 - 5:00 P.M. | INDIANA WESLEYAN UNIVERSITY (2530 SIR BARTON WAY, NEAR WALMART IN HAMBURG)

## Roundtable Features End-of-Year Investment Strategies, 2013 Tax Planning

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*Networking is from 3:30 p.m., while the program runs from 3:30 - 5:00 p.m.*

During Commerce Lexington's December Business Resource Roundtable, we'll get you and your business ready for all the important tax and investment tips as 2012 comes to a close and the new year begins. An expert panel will be ready to take your questions as the speakers highlight key investment strategies for the end of the year, the impact of taxes on investments for 2013 and beyond, how to maximize your retirement accounts, and special benefits for those over age 50.

This **Business Resource Roundtable** presented by **Community Trust Bank** is scheduled for **Tuesday, December 11**, from 3:30-5:00 p.m. at **Indiana Wesleyan University** (2530 Sir Barton Way in Hamburg, Rooms 220 & 224).

### ABOUT THE SPEAKERS:

Facilitating this discussion will be **Jim McGary**, Financial Services Representative for Mass Mutual Financial Group. Panelists include **Hampton Scurlock III**, CFP, President of Retirement Tax



Advisory Group, RIA, and **Kimberly Tyler**, CPA, Tax Manager with Dulworth, Breeding, Karns & Pleasants, LLP. As a Certified Financial Planner® Professional, Scurlock's firm features an independent approach, full fee disclosure, extensive knowledge, and a client-centered focus. Retirement

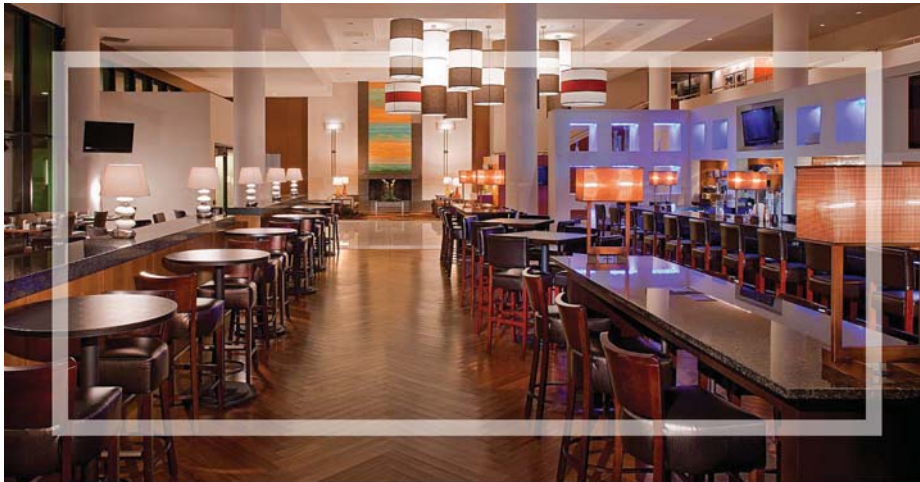
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### ABOUT THE ROUNDTABLES:

These events provide a topical presentation that is relevant to the success of small business owners and business professionals. They also allow members the opportunity to discuss ideas, share best practices, and work through challenges.

### HOW TO REGISTER:

The Roundtables are open to Commerce Lexington Inc. members at no charge. However, please register prior to the event by contacting Liz Bennett at (859) 226-1615 or [lbennett@CommerceLexington.com](mailto:lbennett@CommerceLexington.com).



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## Learn How to Get the Most Out of Your CLX Membership at Jan. 8 Resource Roundtable

So, you've become a member of Commerce Lexington Inc., or perhaps you've been a member for a while, and you'd like to see what's new in the way of programs and services. Now's your chance.

During the January Resource Roundtable, several CLX staff members and our three account executives - Ron Allen, Kelly Bates and Kelly Hinton - will be available to highlight key programs that can help your business grow.

This event will be held on **Tuesday, January 8th**, from 3:30-5:00 p.m. at Commerce Lexington's first floor conference room (330 East Main Street). RSVP to Liz Bennett at (859) 226-1615 or [lbennett@CommerceLexington.com](mailto:lbennett@CommerceLexington.com).

Photos from Day Two of Commerce Lexington's Kentucky Regional Tour



Robert Riggs during Jim Beam Tour.



Louisville Mayor Greg Fischer & Lexington Mayor Jim Gray.



Group aboard the Kentucky Dinner Train.



Far left: Mark Manuel (BCTC) and Jim Clark (LexArts) learned about the wine-making process at Equus Run Vineyards.

<< During the tour's final stop, Cynthia Bohn, owner of Equus Run Vineyards, explained her business to the participants. (Photos by Mark Turner, CLX staff)

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**All Things Considered**

THURSDAY, FEBRUARY 7, 2013 | 5:30 - 9:00 P.M. | LEXINGTON CENTER'S BLUEGRASS BALLROOM

## KEMI Presents Commerce Lexington Inc. Annual Dinner February 7th

PRESENTED BY:



Commerce Lexington Inc.'s 2013 **Annual Dinner presented by Kentucky Employers' Mutual Insurance** will be held on **Thursday, February 7**, at Lexington Center's Bluegrass Ballroom. The pre-dinner reception is scheduled from 5:30-7:00 p.m., while dinner and the program will run from 7:00-9:00 p.m.

Join us for great networking, good food, and a little business, as we take a look back at 2012 and high-

light the organization's focus for 2013. 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.

Danny Murphy, Assistant Dean of Administration and Community Engagement at the University of Kentucky College of Law, will take over as 2013 Chairman of the Board for Commerce Lexington Inc. and outline his priorities for the year.

### TO REGISTER:

The cost to attend the 2013 Commerce Lexington Inc. Annual Dinner is \$85 per person, or \$850 per table of ten. To register, e-mail to [rsvp@CommerceLexington.com](mailto:rsvp@CommerceLexington.com).

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### INVITATION & PROGRAM DESIGN:

Stablemate Creative LLC

THURSDAY, DECEMBER 13, 2012 | 4:30 - 6:30 P.M. | KENTUCKY EAGLE, INC. (2440 INNOVATION DRIVE)

## Kentucky Eagle, Inc. Hosts Commerce Lexington's Holiday Business Link

Get into the holiday spirit and grow your client base heading into 2013 by networking at the next Commerce Lexington Inc. Business Link event sponsored and hosted by Kentucky Eagle, Inc. (2440 Innovation Drive - off Georgetown Road) on **Thursday, December 13**, from 4:30-6:30 p.m.

The folks at Kentucky Eagle, Inc. certainly know how to "gift wrap" a good time with great hospitality, food and drink. Bring plenty of business cards, and be ready to network your way to success.

### TO ATTEND:

The cost to attend the Business Link event is \$5 for Commerce Lexington members, \$10 for non-members (payable at the door).

### ON-LINE REGISTRATION:

Although it's not necessary, if you prefer you can pre-register for Business Link events online at [www.CommerceLexington.com](http://www.CommerceLexington.com). Online registration closes the day before the event. As always, you may still pay at the door. If registering online, please pick up your beverage ticket at the registration table on the evening of the event. **PLEASE NOTE: NO REFUNDS WILL BE GIVEN FOR ONLINE REGISTRATIONS.**

### Junior Achievement to be Highlighted at Business Link

Our spotlight organization for the December 13th Business Link at Kentucky Eagle, Inc. is **Junior Achievement of the Bluegrass**. Come and learn more about one of our fantastic area organizations. Junior Achievement is the world's largest organization dedicated to educating students about workforce readiness, entrepreneurship and financial literacy through experiential, hands-on programs. JA's unique approach allows volunteers from the community to deliver our curriculum while sharing their experiences with students. To find out more about Junior Achievement of the Bluegrass, visit <http://lexington.ja.org>.



### EXHIBIT SPACE:

Limited exhibit space is available at this Business Link for Commerce Lexington Inc. members only. The cost to exhibit is \$175. Contact Liz Bennett at [lbennett@CommerceLexington.com](mailto:lbennett@CommerceLexington.com) to reserve your exhibit space.

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## REGISTRATION OPEN for 2013 Leadership Visit to Omaha, Nebraska

PRESENTED BY:



Commerce Lexington's annual Leadership Visit has helped expose Central Kentucky's leaders to the best ideas of model communities throughout the United States, yielding valuable lessons that have been applied to the improvement of the Bluegrass Region. This three-day trip has become one of the most valuable opportunities to bring community leaders, decision makers and ideas together in order to make positive changes in our community.

Mark your calendar now to attend the 2013 Commerce Lexington Inc. **Leadership Visit presented by CHASE / J.P. Morgan, May 8-10, 2013.** The choice for 2013 is a city that may not be "top of mind" for many people, but its top economic rankings over the last few years caught our attention. In fact, this city appears on several of the same lists for which Lexington has recently received recognition, such as Best Value Cities, Best Cities for Young Professionals, Most Business-Friendly Cities, and Best Places for Business and Careers. That's why we've selected **OMAHA, NEBRASKA**, as the site of the 2013 Leadership Visit.

Omaha has become known as a mid-sized city with large-sized amenities and possibilities. It's home to five Fortune 500 companies, including Berkshire Hathaway, Union Pacific, ConAgra Foods, Kiewit, and Mutual of Omaha, while many of those election year polls cited in the news this year probably came from Gallup, which has its headquarters located in Omaha.

Omaha's industry clusters include financial services, defense, transportation and distribution, manufacturing, and information technology. The city is also home to the annual College Baseball World Series, minor league baseball, and hosted the U.S. Olympic Swimming Trials this year prior to the Olympics.

### REGISTRATION FORM:

To download a 2013 Leadership Visit registration form, visit [www.commercelexington.com/events/leadership\\_visit.aspx](http://www.commercelexington.com/events/leadership_visit.aspx) or for questions about the trip, contact Lynda Bebrowsky at (859) 226-1611 or [lbebrowsky@commercelexington.com](mailto:lbebrowsky@commercelexington.com).

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# Commerce Lexington's Small Business of the Year

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## Leadership Central Kentucky: Bourbon County Recap

### By Willie Wilson, Central Kentucky Ag Credit

The Leadership Central Kentucky class was hosted by Bourbon County for its October meeting. The class members started the morning at the Hopewell Museum in downtown Paris, where they were greeted by Lucy Cooper from the Chamber and Wallis Brooks from Kentucky Bank. From there, they traveled to the Wallis Home where they were given a brief history of this historic home and the contributions it now makes to the community.

Next, the class was taken to the Duncan Tavern, an historic building with a strong presence in Bourbon County since its construction in 1788. Later, the class traveled across the road to the historic Bourbon County Courthouse. The class was taken upstairs to view four murals that sit in the dome of the courthouse. Each mural depicts one of the four seasons and its relationship to agriculture, which has deep roots in Bourbon County.

Upon leaving the courthouse the class visited Claiborne Farm, where it was hosted by the Stallion Forman. He proved to be a wealth of knowledge on the rich history that has led Claiborne Farm to its iconic status over the past 102 years.

At Reed Valley Orchard, class members enjoyed lunch and met with the owner, Dana Reed. Mr. Reed spoke about the history of his farm and the deep ties agriculture has in Bourbon County.

The next stop for the class would be Color Point. The group received a tour of the facilities, which included 23 acres of greenhouse space and an overview of the factory-like processes they go through to supply 125 Lowe's Home Improvement stores with over 100 varieties of plants.

From Color Point the group traveled to the Cane Ridge Shrine. This meeting hall was erected in 1791 and served as a Presbyterian Church for the first settlers of Central Kentucky. Today, groups of any background are welcome to use the historic building for a multitude of occasions.

The class members ended the day back at the Hopewell Museum where they discussed what it takes to unite the seven communities that constitute Bourbon County: Paris, Centerville, Little Rock, Ruddles Mill, North Middletown, Clintonville and Bourbon County. All of these communities work together to provide the services that support the residents of Bourbon County, a true model for regionalism.



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## Leadership Lexington Youth Explore Health & Human Services Options

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By Mary Austin Hacker, Henry Clay H.S.

This month's Leadership Lexington Youth Program day session was focused on health and human services. The day began at MASH Services of the Bluegrass, Inc., which provides services to kids under the age of 17, whether they are homeless, a runaway, or seeking refuge from a home situation. MASH takes the children in and provides them with food, a place to sleep, and valuable life skills. Services are also available for ages older than 17, but younger than 24. Anyone in that age range can come to MASH and work on school work, job applications, receive a meal, a shower, or have a place to relax before places like the HOPE Center reopen for the evening.

Our next stop was Saint Joseph East Hospital. We toured the Cardiac Cath Lab and spoke with Eric Gilliam, an administrator at Saint Joseph East, and Dr. Ketan Merchant, who is the Medical Director in the Emergency Department. They shared with us their reasons for going into healthcare and a little bit about the daily requirements of their jobs. Shriner's Hospitals for Children was our next stop. We learned that they are planning to move near UK's hospital because of an increase in outpatient procedures and no longer having a need for a 50-bed inpatient wing. Shriner's plans to



downsize their building size significantly, but will still provide the same services.

Next was a stop at the Fayette County Health Department. Our final destination was God's Pantry Food Bank (pictured above), which is beginning to primarily re-package food because their donations are dropping due to the tight economy. We had the opportunity to assist them by dividing boxes of vegetable pasta into individual one-pound bags. We learned that God's Pantry Food Bank distributes roughly 23 million pounds of food each fiscal year.

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## Leadership Lexington: Education Day Session Recap

2012-13 CLASS PRESENTED BY:

### Excerpts of Article by Diane Owens

Leadership Lexington Education Day proved to be an learning experience for all involved. We started our day at the Locust Trace AgriScience Farm, one of several "special interest" high school programs offered by the Fayette County Public Schools (FCPS).

Locust Trace (pictured right) served as our classroom for lessons on a wide variety of subjects related to the education of preschool through 12th grade children. After a student-led musical performance to accompany our breakfast, we were greeted via video by current Superintendent Tom Shelton. Tom's welcome was followed by an in-person presentation by Stu Silberman, current Executive Director of the Prichard Committee for Academic Excellence and former Superintendent of FCPS.

From this higher-level discussion, we then refined our focus, alternating between several roundtables to help our understanding of the pre-K through 12 landscape. We learned about the services available to all citizens at the Lexington Public Library and how they are partnering with the FCPS in the "Diapers to Diploma" program. Once children are part of the FCPS system, we learned about the career resources available, beginning as early as middle school, to help a child connect their interests to a career and map out an educational plan to achieve their goals.

While we learned quite a bit about the FCPS system

through other roundtables about magnet schools and also facilities in general, we also had the opportunity to learn about homeschooling and independent school options in the area as well. At the Independent school roundtable, hosted by a representative from the Lexington School, we learned that each independent school typically has a mission and missions vary wildly between schools. This variety provides another element of educational choice to parents and students.

Next, the class enjoyed a tour of Locust Trace. We are fortunate to have Sara Tracy, the community Liaison for Locust Trace, as one of our class members. She graciously showed us around her school. Then, it was off to Transylvania University, where the group heard from Dr. R. Owen Williams, President of Transy, and Dr. Augusta Julian, president of Bluegrass Community & Technical College.

Later at the University of Kentucky College of Pharmacy, we were welcomed by Dr. Eli Capiluoto, president of the university, via video and then whisked off to different parts of the school to learn more about this program. Our last official event of the day was a tour of the campus building sites and discussion of the new residence halls and construction plans.

Thanks much to all the people who worked so hard to coordinate our day.



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## CHAIRMAN

*Continued from Page 3*

A common theme throughout the trip in San Antonio was collaboration among a multitude of groups and organizations in order to achieve the "intentional transformation" that has been occurring in areas like housing, development, and continued enhancement to the River Walk. That same transformation has been taking place in Lexington, and it's certainly no accident. Thanks to solid leadership from our elected officials and community leaders, as well as great collaboration across organizations, companies around the country are taking notice that the Bluegrass is doing it right.

It has been a privilege for me to serve as your Commerce Lexington Inc. Board Chair this year, and I look forward to working with Danny Murphy as he takes the reins for the coming year. I wish you and your family a wonderful holiday season and a very prosperous 2013."

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**Tracie W. Schlich** was named director of marketing and membership for the **Asphalt Institute**.

**Bank of the Bluegrass & Trust Co.** (101 East High Street) announced that **Marti Weeks**, financial advisor, has joined the bank.

**CDP Engineers:** **Lisa Wright** passed the LEED Green Associate exam.

**CLARK Material Handling Company** announced that **Rob Smith** has been promoted to the position of marketing supervisor.

**DelCotto Law Group PLLC** was recently recognized in the *Super Lawyers 2012 Business Edition* as a "Top Law Firm" in the state of Kentucky.

**Barbara B. Edelman**, an attorney with **Dinsmore**, has been recognized as "Lawyer of the Year" by *The Best Lawyers in America® 2013*. In total, 165 Dinsmore attorneys were selected by their peers for inclusion in the 2013 edition.

**Dale Walker** with **Employment Solutions** won the Ester Taylor Award for Excellence at the Kentucky Rehabilitation Association Conference. The award is given to an outstanding job placement professional who demonstrates exemplary vision & commitment.

**First Federal Bank** has named **Carroll A. Yates** as President and CEO.

**Timothy W. Dunn** has joined **Frost Brown Todd LLC's** Lexington office and will practice in the firm's personal and succession planning group. Also, Frost Brown Todd attorneys **Jack R. Cunningham** and **Jeffrey L. Hallos** were recognized in the 2013 *Best Lawyers®* list of "Lawyers of the Year."

**Jackson Kelly PLLC** attorney **Bill Doll** was recently honored with the Outstanding Layperson of the Year Award during the Kentucky Medical Association (KMA) Annual Meeting for his work on behalf of the medical industry, advocating for tort reform, leading efforts to adopt patient protection legislation and fighting to pass a more balanced piece of legislation regarding prescription drug abuse.

**Jackson Kelly PLLC** has been designated a "highly recommended" firm by *Benchmark Litigation*, a guide that highlights America's leading business litigation firms and attorneys. In addition, Jackson Kelly attorneys **Michael T. Cimino**, **Al L. Emch** and **Thomas J. Hurney, Jr.** were named local litigation stars for being preeminent litigation practitioners in the country, according to *Benchmark*.

Woodward White's *The Best Lawyers in America®* recently announced its rankings for 2013. **McBrayer, McGinnis, Leslie & Kirkland, PLLC** had 17 lawyers in 19 different practice areas included in this year's edition. The list of lawyers recognized are as follows: **James Frazier**, **Terry McBrayer**, **William Kirkland**, **Brent Rice**, **Jon Woodall**, **Stephen Amato**, **Mary**

**Haggin**, **Lisa Hinkle**, **Robert Maclin**, **Terri Stallard**, **Robert Watson**, **Chris Westover**, **Luke Morgan**, **Douglas Logsdon**, **Christopher Shaughnessy**, **Josh Markham**, and **Kembra Sexton Taylor**. Additionally, **Clay B. Wortham** has joined the firm's Lexington office as an associate.

Former Lexington Mayor **Teresa Ann Isaac** is the recipient of the national Phi Mu Community Service Award for her work for the U.S. State Department training mayors around the world. Isaac teaches law and business at **Midway College** and serves as Chair of the Board of Directors for the Lexington Fair Housing Council.

**Sonitrol of Lexington/Bates Security** announced several staff changes. **Lisa Young** has been named residential security consultant. **Eric Lizer** has been named customer service representative. **Dwight Clay** has been named business development coordinator, and **Crystal Mount Newtown** has been named marketing coordinator.

*The Best Lawyers in America®* has named the following attorneys from **Stites & Harbison, PLLC's** Lexington office as Lawyers of the Year for 2013, including **Bruce F. Clark**, **Janet A. Craig**, **Buckner Hinkle, Jr.**, **Thomas E. Meng**, **Gregory P. Parsons**, and **Kenneth R. Sagan**. Other Lexington attorneys included on *The Best Lawyers in America* list include **Robert M. Beck, Jr.**, **Walter R. Byrne, Jr.**, **Daniel E. Danford, W. Blaine Early III**, **John L. Famularo**, **Anne E. Gorham**, **William T. Gorton III**, **Mauritia G. Kamer**, **J. Clarke Keller**, **Laura D. Keller**, **J. David Porter**, **Bruce M. Reynolds**, **Stephen M. Ruschell**, **Elizabeth L. Thompson**, and **Ashley W. Ward, Jr.** Additionally, Stites & Harbison, PLLC, has named **William (Bill) T. Gorton III** as Chair of the firm's Environmental, Natural Resources & Energy Service Group.

**Benchmark** has recognized **Stoll Keenon Ogden PLLC** as a "Highly Recommended" firm for litigation services in Kentucky for 2013. Seven of the firm's attorneys were named "Local Stars." The attorneys recognized include: **Doug Ballantine**, **Doug Barr**, **Perry Bentley**, **Lea Goff**, **Sam Hinkle**, **Todd Page**, **Walter Sales**, and **David Royle**. Earlier this year, SKO was named "Kentucky Firm of the Year" during the inaugural *Benchmark Litigation Awards-South* ceremony held in Atlanta. Additionally, attorney **Rena Wiseman** has been hired as Associate General Counsel/Development Manager for Ball Homes, one of the law firm's long-standing clients.

**Sturgill, Turner, Barker & Moloney, PLLC** announced that six of its attorneys have been recognized by *The Best Lawyers in America®*, including: **Stephen L. Barker**, **Kevin G. Henry**, **Ernest H. Jones II**, **Donald P. Moloney II**, **Phillip M. Moloney** and **Kevin W. Weaver**. Additionally, **Stephen L. Barker** and **Kevin G. Henry** have been honored as "Lawyers of the Year" in their specialties. Finally, the firm has been selected as a recipient of the 2012 Alfred P. Sloan Award for Business Excellence in Workplace Flexibility for the fourth consecutive year.

**Wyatt, Tarrant & Combs, LLP:** **Walter R. Morris, Jr.** has been named Counsel in the Lexington office. Meanwhile, 13 of the firm's partners have been named by *Best Lawyers®* as "Lawyers of the Year" for 2013 within their practice areas, including Lexington attorneys **Mary L. Fullington** and **Karen J. Greenwell**.

**SUBMIT PERSONNEL NEWS:** Submit your company's awards, personnel changes, additions, or promotions for *Business Focus* to [mturner@CommerceLexington.com](mailto:mturner@CommerceLexington.com). Information is published in the order received and only as space permits.



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## COMMERCE LEXINGTON INC. UPCOMING EVENTS

### DECEMBER 2012:

- 5** Leadership Lexington Youth Program presented by Raising Cane's Chicken Fingers: Media & Arts Day.
- 11** Business Resource Roundtable presented by Community Trust Bank, 3:30 - 5:00 p.m., at Indiana Wesleyan University (2530 Sir Barton Way). - [SEE PAGE 8](#)
- 13** Leadership Lexington Day Session presented by W. Rogers Company: Health & Human Services Day.
- 13** Business Link at Kentucky Eagle, Inc., 4:30 - 6:30 p.m. (2440 Innovation Drive). - [SEE PAGE 11](#)
- 14** Public Policy Luncheon presented by Kentucky American Water, Noon - 1:30 p.m., Hilton Lexington Downtown (369 West Vine Street) - [SEE PAGE 6](#)
- 19** Leadership Central Kentucky presented by LG&E KU - PPL Companies and College Cable Services, Inc. at Franklin County for Public Policy/Tax Modernization Day.

### JANUARY 2012:

- 2** Leadership Lexington Youth Program presented by Raising Cane's Chicken Fingers: Mid-Year Session.
- 8** Business Resource Roundtable presented by Community Trust Bank, 3:30 - 5:00 p.m., at Commerce Lexington's first floor conference room (330 E. Main St.). - [SEE PAGE 8](#)
- 10** Leadership Lexington Day Session presented by W. Rogers Company: Mid-Year & Economic Development Day.
- 16** Leadership Central Kentucky presented by LG&E KU - PPL Companies and College Cable Services, Inc. at Scott County for Workforce Development / Education Session.

### FEBRUARY 2013:

- 5** 24th annual Economic Outlook conference, 8:00 a.m. - Noon, Lexington Convention Center; Register on-line at [www.gatton.uky.edu/eec](http://www.gatton.uky.edu/eec).
- 7** Commerce Lexington Inc. Annual Dinner presented by Kentucky Employers' Mutual Insurance, 5:30 - 9:00 p.m., Lexington Center's Bluegrass Ballroom. - [SEE PAGE 10](#)
- 28** Business Link sponsored and hosted by Blue Grass Airport, 4:30 - 6:30 p.m., main terminal at the airport.