

# BUSINESS FOCUS

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Bluegrass Delegation Visits  
Washington, D.C., July 17-18

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Applications Available Now;  
Applications Due July 26th



University of Kentucky Boone  
Center, PNC Bank Co-Sponsor  
Business Link on August 27th



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## 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.

## Bluegrass Group to Meet with Congressional Delegation During D.C. Fly-In

SUBMITTED BY: Andi Johnson, Vice President of Public Policy

Business, government and community leaders in Central Kentucky are gearing up for the Regional Public Policy Group's annual Washington, D.C. Fly-In presented by Columbia Gas of Kentucky on July 17-18. During the trip, attendees will meet with members of Kentucky's Congressional Delegation and their legislative staffs to learn about and discuss critical issues facing the nation and Kentucky. The trip also provides the opportunity for regional leaders to advocate for key issues that advance regional economic development and improved quality of life in Central Kentucky.



This year, the Regional Public Policy Group's legislative priorities include support for efforts to increase government accountability. This includes support for the REINS ACT (Regulations from the Executive in Need of Scrutiny Act of 2013), which requires Congressional approval for any rule that has an annual economic impact of \$100 million or more that is proposed by the Executive Branch before it can be enforced on the American people or businesses.

Other policies and priorities for which the group will advocate include protecting Kentucky's low electricity rates and energy economy, as well as ensuring critical investments in transportation infrastructure, higher education, research and innovation, and workforce development programs.

Participants in the trip are representative of various sectors such as government, banking, health care, non-profit, education, manufacturing, and local chambers of commerce. All come together to share the story of the business community and provide a unified voice for federal policies, programs or projects that will move our region forward.

Many employers in Central Kentucky remain uncertain about how the implementation of regulations associated with federal laws will impact their bottom line. It is important to convey concern from the business community about the negative impacts of government over-regulation on job creation in the areas of energy, environment, health care and financial services. Restoring government accountability to the regulatory process is essential to stopping unnecessary regulations that stifle job creation.

The Central Kentucky Regional Public Policy Group (CKRPPG), of which Commerce Lexington Inc. is a member, is responsible for crafting the federal policy statements each year. The CKRPPG meets monthly to discuss issues important to the region, and membership includes 45 business, community and government leaders within the eight county region of Bourbon, Clark, Fayette, Franklin, Jessamine, Madison, Scott, and Woodford counties.

For more information about Central Kentucky's Washington, D.C. Fly-In, contact Andi Johnson at (859) 226-1614 or [ajohnson@commercelexington.com](mailto:ajohnson@commercelexington.com).

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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

## Governor Beshear Leads Kentucky Export-Related Trade Mission to Canada

Joined by nearly two dozen Kentucky companies and several trade partners, Governor Steve Beshear led an international business trade mission to Canada on June 3-7, 2013. Robert L. Quick, CCE, Commerce Lexington Inc.'s President & CEO, participated in the economic development trip. With stops in Montreal and Toronto, the purpose of this first Kentucky Export Initiative (KEI) trade mission to Canada is to increase commerce between Kentucky and Canada.

"Exporting is vital to our economic strength, and it's crucial that we continue to enhance those ties and create long-lasting and prosperous business relationships," said Gov. Beshear. "This trip is an opportunity to showcase that Kentucky is open for business and offers a wide variety of excellent products and services."

"It is clear to me that Lexington and Central Kentucky has numerous opportunities to expand our international trade portfolio. Lexington companies do business with many foreign nations including: Japan, Germany, Dubai, China, Canada, United Kingdom, Brazil, and many other countries. To be effective in international trade, we must continue to build on our relationships with business, export specialist, economic development and political leaders," noted Quick.

Kentucky's business ties to Canada play a major factor in the Commonwealth's economy, with an estimated \$11 billion in bilateral trade between Canada and Kentucky. Canada is Kentucky's number one trade destination, with \$7.3 billion in Kentucky products and services exported to Canada in 2012. Overall, Kentucky's exports to 199 nations in 2012 totaled \$22 billion, setting an all-time record. Mexico (\$1.7 billion) and the United Kingdom (\$1.5 billion) are our next two largest trading partners.

Kentucky exports to Canada have played a key role in boosting the Commonwealth's economy. In 2012, Kentucky's exports of products and services to Canada generated \$3.2 billion for Kentucky's GDP, supported more than 38,000 jobs in the Commonwealth, and created \$245 million in state and local taxes for Kentucky.

The Kentucky delegation included more than 50 individuals representing more than 20 companies and 11 organizations from across the Commonwealth. The trade mission featured a Toronto reception to celebrate and help build business relationships between Kentucky and Canadian companies.



TOP: CLX President & CEO Bob Quick, right, with Kentucky Governor Steve Beshear during the trade mission to Canada. BOTTOM: Kentucky Economic Development Cabinet Secretary Larry Hayes, right, talked with Bob Quick. (Photos courtesy of the Ky. Cabinet for Economic Development)

## Marketing Trip to Atlanta

The economic development team is on the road again to market Lexington! The team is traveling to Atlanta at the end of July to meet with numerous economic development consultants and prospective clients. Atlanta is a hub for site selection consultants and we visit at least once a year to showcase Lexington and our great business attributes. Consultants prefer to meet one-on-one with communities to learn more about the region. The goal is to market Lexington and discover new project leads.

## Next Venture Club Meeting is July 17

Please join us on **Wednesday, July 17**, from 11:30 a.m. – 1:30 p.m. at the Hyatt Regency Lexington downtown for the next Lexington Venture Club event. Cost to attend is \$35, and please RSVP to Ann Linton Smith at (859) 225-5005 or [asmith@commercelexington.com](mailto:asmith@commercelexington.com).

### By The Numbers:

In 2013, Commerce Lexington's Economic Development Division has responded to calls from the following:

- New Business:** 37 new prospects interested in finding a new location or expanding operations.
- Existing Clients & Local Entrepreneurial Companies:** 24 companies with potential expansions in Lexington.
- Client Visits:** 20
- Existing Business Visits:** 39

## Recently Launched Accelerator Highlighted by Major Procurement Project

At a press conference on June 5 at Commerce Lexington Inc., the University of Kentucky, Messer Construction, and National Diversity Solutions announced a contract of more than \$2 million as part of the construction of five residence halls on the University of Kentucky's campus. The announcement also highlighted the launch of Commerce Lexington Inc.'s new Minority Business Accelerator (MBA), which was created to assist growing minority business enterprises and large corporations in making connections that benefit all sides and help each achieve their goals for success.

On hand for the announcement were **Mark Hill**, Operations Vice President, Lexington Region for Messer Construction, **Bob Wiseman**, Vice President of Facilities Management at UK, **George Brown**, UK's Supplier-Diversity Business Enterprise Coordinator, and **D. McGinnis Mitchell**, CEO of National Diversity Solutions.

The mission of the Minority Business Accelerator is to accelerate the development of minority business enterprises (MBEs) and to strengthen and expand the regional minority entrepreneurial community. Created from the findings of the 2009 study commissioned by Commerce Lexington Inc. and the Urban League of Lexington-Fayette County, as well as the analysis of our year-long strategic plan, the MBA will actively seek to improve the readiness of minority businesses while increasing the recognition of the value of Ethnic-Minority-owned businesses as suppliers, customers and investment opportunities.

The MBA is designed to deliver more sizeable and scalable MBEs to the marketplace (supply-side), as well as create a more aggressive and robust corporate MBE procurement environment (demand-side). The MBA initiative works to build mutually-beneficial business relationships for MBEs, the corporate community, and the public sector.

"I've been in the Lexington Region for about 20 years, and I've seen a lot of progress made," said Mr. Mitchell (pictured right). "But, over the last three or four years, there's really been an effort to try to increase the opportunities for women and minority-owned businesses. That's really the mission and vision of our company is to create access and opportunity for qualified women and minority-owned businesses."



On hand for the official launch of the Commerce Lexington Inc. Minority Business Accelerator and a special procurement announcement were (left to right) Mark Hill (Messer Construction), Bob Wiseman (University of Kentucky), George Brown (University of Kentucky), and D. McGinnis Mitchell, pictured below, of NDS. (Photos by Mark Turner | CLX Staff)

The Accelerator initiates a local corporate MBE partnership strategy to focus the area's largest corporations, school systems, and local government on the positive impact of concentrated spending with local diverse companies. These collective procurement dollars serve as an important investment strategy to drive the growth of the regional minority business community. It also demonstrates the desire of corporate leaders to positively impact the region where they maintain headquarters or significant operations.

The inaugural class of members of the Minority Business Accelerator program includes the following:



For more information on the Accelerator, contact **Tyrone Tyra**, Vice President of Community & Minority Business Development, at (859) 226-1625 or [ttyra@commercelexington.com](mailto:ttyra@commercelexington.com).

## The numbers don't lie...

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iPhone traffic, **UP 278%** from 2011!

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## Winner's Circle Preparations Underway; Volunteers Sought

For the eleventh consecutive year, Commerce Lexington Inc. is preparing for its annual Winner's Circle total resource development program. This initiative enlists the help of around 100 volunteers from throughout the community, who seek to bring in new members, renewals and membership upgrades, while informing existing members of services and marketing opportunities available through Commerce Lexington Inc.

Teams are forming now, so if you're still interested in getting more involved in your community, we'd love to have you on board. The Winner's Circle is a great way for you to meet community and business leaders, while working directly with volunteers from your company and the other teams. This is an opportunity for you to grow professionally, to expand your business and community contacts, and to help Commerce Lexington become even stronger and more vital for business in the future.

If you're interested in joining one of our existing teams or forming your own corporate team, contact Lynda Bebrowsky at (859) 226-1611 or [lbebrowsky@Commercelexington.com](mailto:lbebrowsky@Commercelexington.com).



## CLX Recognized with Statewide Awards

Commerce Lexington Inc. recently received recognition from the Kentucky Chamber of Commerce Executives (KCCE) for **Outstanding Print Communications – Newsletter** (Business Focus magazine), **Outstanding Publication** (President's Update), and **Outstanding Special Event** (Kentucky Regional Tour) among local chambers of similar size. The Excellence Awards were presented during the KCCE Annual Spring Conference in Frankfort.



--> With a circulation of 5,000 copies monthly, Commerce Lexington's **Business Focus magazine** is now in its 21st year of informing chamber members about upcoming news, programs, events and services that help them succeed.

--> In late 2011, Commerce Lexington developed a piece called the **President's Update**, a concise update from President and CEO Bob Quick to the organization's board of directors and top investors in a well designed format.

--> In 2009, Commerce Lexington revived a long-ago tradition of visiting other regions of the Commonwealth. The **Kentucky Regional Tour** takes representatives from the Bluegrass Region to other parts of the state by bus to listen and learn from leaders in those communities.

KCCE is a statewide network of professionals dedicated to promoting professional education, ethical standards and efficiency in chamber of commerce management. The board of directors guides the professional development of chamber executives, employees and volunteers across the state. The organization has been serving chamber professionals for more than 40 years.

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**Monday, August 12, 2013**

**Griffin Gate Marriott Resort & Spa**

Whether you're networking with potential clients through a hole sponsorship, entertaining clients by playing, or just enjoying an afternoon outside the office, you won't want to miss the 2013 Commerce Lexington Inc. Golf Classic **presented by Community Trust Bank** on **Monday, August 12**, at the Griffin Gate Marriott Resort & Spa.

**Return Form To:**

Commerce Lexington Inc.  
Attn: Katie Hardwick  
330 E. Main Street  
Lexington, KY 40507

khardwick@commercelexington.com  
Fax: (859) 233-3304

Lunch 11:30 am Tee Time 12:30 pm Awards Reception 5:00 pm

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For information on Golf Classic sponsorships, please contact Katie Hardwick at [khardwick@commercelexington.com](mailto:khardwick@commercelexington.com)

## Travel to Vietnam, Cambodia with CLX in October

In 2011, Commerce Lexington Inc. took about 60 people to China. Last year, about 90 people discovered Cuba with CLX, and in 2013, we are thrilled to announce another amazing international travel opportunity with Commerce Lexington.

Join us as we Discover Vietnam and Cambodia in October! It has been our goal the past couple of years to offer unique and special international adventures – and this certainly qualifies!

Commerce Lexington Inc. has teamed up with Chamber Explorations again for this tour. The 10-day tour departs LAX on **October 6th**. During the trip you will visit Siem Reap, Angkor Wat, Ho Chi Minh city (Saigon), Hanoi, and much more. You also have the option to visit the Cu Chi Tunnels and add a two-day/one-night Ha Long Bay cruise that includes an overnight stay on an Indochina Sails Luxury Junk Ship!



### COST TO PARTICIPATE:

At a base price of \$2,999 per person double for Commerce Lexington Inc. members, this trip is another once in a lifetime travel opportunity. For pricing for single travelers or non-members, visit [www.commercelexington.com/events/discover\\_vietnam\\_and\\_cambodia\\_2013.aspx](http://www.commercelexington.com/events/discover_vietnam_and_cambodia_2013.aspx).

## Leadership Lexington Alumni Association Held Annual Celebration

The Leadership Lexington Alumni Association hosted its annual celebration on June 13 at Kentucky Eagle Inc. Presented by **Saint Joseph Hospital, KentuckyOne Health**, this event not only welcomed the 2012-13 graduates, but also enabled past Leadership Lexington graduates to join the alumni association and learn more about it.



Developed from a class project of a past Leadership Lexington class, the mission of the Alumni Association is to further the commitment to our local community shaped by Commerce Lexington's Leadership Lexington development program.

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TUESDAY, AUGUST 27, 2013 | 4:30 - 6:30 P.M. | HILARY J. BOONE CENTER AT UK (500 ROSE STREET)

## UK's Boone Center & PNC Bank Co-Sponsor August 27th Business Link

For the next Commerce Lexington Inc. Business Link event on **Tuesday, August 27**, from 4:30-6:30 p.m., the **Hilary J. Boone Center** at the University of Kentucky and **PNC Bank** will team up to co-sponsor this signature networking event. Don't miss this chance to build your client base, browse our many exhibitors, or catch up with colleagues and other business professionals who can provide the connections you need to succeed.

As Summer comes to a close and students adjust to a new school year, this will be a great opportunity to learn more about the Boone Center, PNC Bank, and our spotlight organization, the Leadership Lexington Alumni Association. Join us on August 27th at the Boone Center at UK (500 Rose Street on the UK campus).

### 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, you can pre-register for Business Link events on-line 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.**



### August Business Link to Spotlight Leadership Lex. Alumni Association

The Commerce Lexington Inc. Business Link event on Tuesday, August 27, at UK's Hilary J. Boone Center will spotlight the Leadership Lexington Alumni Association. Developed from a class project of a past Leadership Lexington class, the mission of the Alumni Association is to further the commitment to our local community shaped by Commerce Lexington's Leadership Lexington development program. Find out more at [www.leadershiplexingtonalumni.com](http://www.leadershiplexingtonalumni.com).

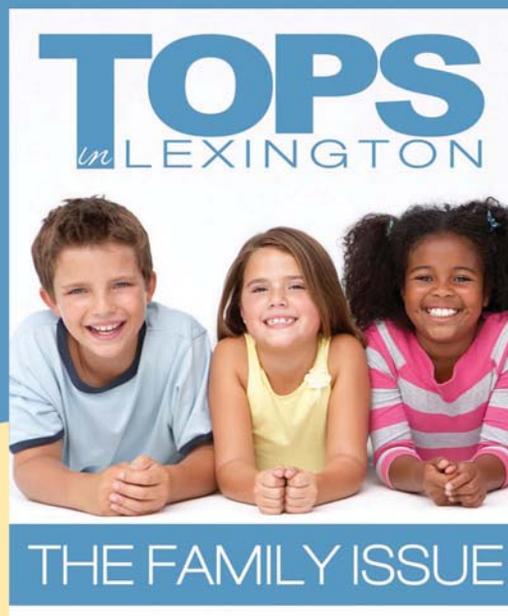
### EXHIBIT SPACE:

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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## Your Kid on the Cover of TOPS Magazine!



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## Apply Now for 2013 Salute to Small Business Awards; **Deadline is July 26**

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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.

In 2010, Commerce Lexington 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 huge 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.

#### Award Categories Include:

- Green Initiative
- Innovation
- Legacy Award
- Minority Business
- Nonprofit Award
- Phoenix Award
- Business Success
- Young Entrepreneur

### DOWNLOAD AN APPLICATION:

Those interested in applying for the 2013 Salute to Small Business Awards can download a detailed application at [www.commercelexington.com/events/celebration.aspx](http://www.commercelexington.com/events/celebration.aspx).

### APPLICATION DEADLINE IS JULY 26, 2013

### ABOUT 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 on Friday, September 20, at the Keeneland Entertainment Center.

### 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 is then submitted by the Bluegrass Small Business Development Center for state and national recognition through the U.S. Small Business Administration. 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.

## In Their Words:

**Lynn Imaging**  
**J.L. Lynn and Mike Carter**

### About the Application Process:

"We thought we should apply, because Lynn Imaging is a GREAT company, and the people that make it that way deserve the recognition, which included the 50-plus people who comprise our team. The process was thorough and easy to complete. It made it easy to tell the Lynn Imaging story."

### About the Awards Luncheon:

"It was first class! Because we won the Legacy Award, which for a family business is the ultimate compliment, we were honored to receive this award and wanted to attend the awards program to show how much we were honored by receiving this award."



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## Salute to Small Business Awards Luncheon is Friday, September 20th

During the Salute to Small Business Awards Luncheon presented by Forcht Bank on Friday, September 20, from 11:30 a.m. to 1:00 p.m. at the Keeneland Entertainment Center on the grounds of historic Keeneland, we'll recognize the "Thoroughbreds" of our small business community in variety of categories and help celebrate the naming of a new Commerce Lexington Inc. Small Business of the Year. After we learn a little more about each of our category winners, we'll announce the Commerce Lexington Inc. Small Business of the Year, which is selected from the eight category award winners.

### TO REGISTER:

You'll want to come early and network, as the award winners in each category will be on hand to show off their products and services. The cost to attend is \$50 for Commerce Lexington members, \$60 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).



### ACCESS THE AWARDS APPLICATION ON-LINE:

Those interested in applying for the 2013 Salute to Small Business Awards can download a detailed application at [www.commercelexington.com/events/celebration.aspx](http://www.commercelexington.com/events/celebration.aspx).



### What It Meant to Win the 2012 Small Business of the Year Award:

"First of all, it was a shock to us, because of the great businesses that were nominated to receive the award. We were all proud to received it and humbled at the same time."

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## Leadership Central Ky. Ends 2012-13 Program With Reflection/Graduation

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### *Article by Deborah Lilly Catlett, Bluegrass Community & Technical College*

The Leadership Central Kentucky (LCK) class met for its “Last Day of School” on May 15th. We were all warmly greeted by the “company pup” as we entered the Plantory at 560 East Third Street in Lexington for our final gathering. We wrapped up the year much as we began with our “Fearless Facilitator,” Dr. Virgil Grant.

Dr. Grant led the group in various debriefing and brainstorming activities to help us reflect upon the learning experiences that benefited us, the challenges we faced, and the “take-aways” we gained through this very beneficial leadership program.

After Dr. Grant’s session, the class traveled to the Barrel House Events Center at 903 Manchester Street for a graduation ceremony. We were treated to a delicious buffet lunch and enjoyed guest speaker Mayor Jim Gray’s encouraging words and a sneak peak at the changes coming to downtown Lexington. Each graduate of LCK received a diploma commemorating his or her participation and completion of the established program.

The group resoundingly agreed that we have gained

a wealth of knowledge about regionalism and the importance of networking within our geographical areas. Central Kentucky has a plethora of natural and human resources. We discovered that our Kentucky state motto probably appropriately defines the tenets of the LCK program: “United We Stand, Divided We Fall.”

We must learn to share all that our region has to offer and resist the urge to compete for individual successes in our communities. The ability to link our communities together through partnerships for the common good will ultimately benefit all of the citizens in our region.

A large number of our graduates ended the day with an optional tour of the Barrel House Distilling Company. Our class has experienced the loss of loved ones and the expectation of new life during this year together. We parted reluctantly with promises to continue the relationships we have developed and to foster the friendships we have forged.

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## Leadership Lexington Class Closes Out Year With Graduation Reception



2012-13 CLASS PRESENTED BY:



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Frost Brown Todd LLC  
Indiana Wesleyan University  
Kentucky Utilities Co.  
Toyota Motor Manufacturing,  
Kentucky, Inc.  
TravelHost of the Bluegrass*

### Article by Lance Mann, Dean Dorton Allen Ford, PSC

Get Excited!! That was how the Leadership Lexington day of reflections started as we heard from Jay McChord on 21st Century Leadership. Jay gave us his insights on leading during a time when four different generations are in the workforce. In closing, Jay asked us to “Get Excited” because a leader has to have zeal in order for people to follow.

This led to time for our class to reflect on the various projects we have been working on over the past year. Our class had five major projects: 1) Be Bold - a program aimed to inspire confidence in females by embracing individuality and authenticity; 2) Bluegrass Wellness at Work- a health initiative amongst local businesses and organizations that encourages physical activity and healthier habits; 3) Once Upon a Story – a project that raised over 8,000 books which were provided to children at a literacy fair in April; 4) Zero Waste partnered with LFUCG Waste Management Department to draft a zero waste strategic plan for the community, which will guide Lexington’s waste policy for the future; and 5) Vision Lex – a project designed to increase foot traffic downtown by running a test program with pedestrian way-finding signs throughout downtown. Overall – our projects were very successful and are creating a significant impact on Lexington.

We ended the reflection part of our day with an After Action Review with Lt. Col. Jason Cummins, which is designed to make Leadership Lexington even better for future classes by garnering feedback on the program year from the class.

We then traveled to Kentucky Eagle, Inc. for the graduation ceremony and to learn who the class nominated for the distinguished leader award. **Jennifer Cave** (pictured right) from Bingham Greenbaum Doll LLP was the recipient of this very prestigious award. The class could not have selected a more deserving individual.



Finally, one of the most important character traits of a leader is to say “thank you.” On behalf of the 2012-13 Leadership Lexington class, I want to say ‘thank you’ to all of the sponsors, the Leadership Lexington Alumni Association, all of the volunteers, and Amy Carrington. All of these individuals worked tirelessly to ensure our class developed a deeper understanding of Lexington and the opportunities and challenges it faces.

## Ambassador Spotlight: Todd Sallee, Kentucky Employers’ Mutual Insurance



TODD SALLEE

**Todd Sallee, Business Development Manager  
Kentucky Employers’ Mutual Insurance  
250 W. Main St., Suite 900, Lexington, 40507  
Phone: (859) 425-7800  
E-mail: tsallee@kemi.com**

**About KEMI:** Kentucky Employers’ Mutual Insurance is the largest provider of workers’ compensation insurance in Kentucky, providing coverage to more than 20,000 policyholders in all 120 counties KEMI has maintained an “Excellent” rating from A.M. Best for the last ten years, was selected as one of the Ward’s 50 for financial stability and responsible business practices, and has been ranked first nationally as a Best Place to Work in Insurance by Business Insurance Magazine.

**About his Role at KEMI:** Todd’s main responsibility is to be involved in the community, network and establish strong relationships with not only our insurance agents but also our policy holders. A Lexington native and University of Kentucky graduate, Sallee spent nearly 17 years in the banking industry before joining KEMI.

**About Serving as an Ambassador:** “Serving as an Ambassador is truly an honor,” said Sallee. “It is very satisfying to know that we are put in front of key businesses across Central Kentucky to make sure they are getting the most out of Commerce Lexington and utilizing all of the many resources that they have to offer. Commerce Lexington has been a great resource for me to network and grow in our community.”

Read more about this Ambassador at [www.CommerceLexington.com](http://www.CommerceLexington.com) > Get Connected > Volunteer Opportunities

*New Commerce Lexington Inc. members for the period of May 21, through June 19, 2013*

**Brewing & Distilling Analytical Services, LLC**

*Laboratories-Testing*  
Gary Spedding  
1141 Red Mile Road, Suite 202  
Lexington, KY 40504  
Phone: (859) 278-2533  
Web: www.alcbevtesting.com

**Commonwealth Credit Union**

*Credit Unions*  
Lynette Wooldridge, Branch Mgr.  
2450 Sir Barton Way  
Lexington, KY 40509  
Phone: (800) 228-6420  
Web: www.ccu.ky.org

**ERA Select Real Estate**

*Realtors*  
Greg Buchanan, Owner/Broker  
1019 Majestic Drive, Suite 170  
Lexington, KY 40513  
Phone: (859) 296-1525  
Web: www.eraselect.com

**H. W. Lochner, Inc.**

*Engineers-Consulting*  
Chuck Craycraft, SVP  
1040 Monarch Street  
Lexington, KY 40513  
Phone: (859) 224-4476  
Web: www.hwlochner.com

**Jefferson Davis Inn (JDI)**

*Restaurants*  
Hilary Morgan, Marketing/Events Coordinator  
319 Cedar Street  
Lexington, KY 40508  
Phone: (859) 246-0202  
Web: www.jeffersondavisinn.com

**Kalico Products**

*Manufacturers*  
Neil Draper, Owner  
PO Box 34093  
Lexington, KY 40588  
Phone: (859) 228-2467  
Web: www.kalico.com

**Lexington Contracting, LLC**

*Construction*  
Allen Carter, President  
1500 Leestown Road, Suite 326  
Lexington, KY 40511  
Phone: (859) 281-6881

**Lexington Rental Homes LLC**

*Real Estate Rental Services*  
Keith Gadd, Partner  
101 Malabu Drive, Suite 1  
Lexington, KY 40503  
Phone: (859) 278-7752  
www.LexingtonRentalHomes.com

**Liar Catchers**

*Private Investigators*  
Matthew Valentine, Lead Investigator  
546 East Main Street, Lower Level  
Lexington, KY 40508  
Phone: (888) 740-4600  
Web: http://liarcatchers.com

**National Workwear**

*Uniform Supply Service*  
Ben Brewer, Corporate Sales  
P.O. Box 54950  
Lexington, KY 40555  
Phone: (859) 381-9845  
Web: www.nationalworkwear.com

**Northpoint Lexington Healthcare Center**

*Healthcare*  
Kaitlin Stout, Admissions & Marketing Director  
1500 Trent Boulevard  
Lexington, KY 40515  
Phone: (859) 272-2273  
www.northpointlexington.com

**Paradigm Properties of the Bluegrass**

*Apartment / Rental Services*  
Matthew Morton, Owner  
PO Box 911226  
Lexington, KY 40591  
Phone: (859) 255-0429

**Red Boots Marketing**

*Marketing Consultants/Services*  
Amy Maddox, President / Owner  
PO Box 910152  
Lexington, KY 40591  
Phone: (859) 492-1099  
Web: www.redbootsmarketing.com

**Rhino Energy LLC**

*Energy Consultants*  
Larry J. Ellis, Corporate Director, Human Resources  
424 Lewis Hargett Circle, Suite 250  
Lexington, KY 40503  
Phone: (859) 519-3616  
Web: www.rhinolp.com

**RunSwitch PR**

*Public Relations Counsel*  
Steve Bryant, Partner  
600 Brownsboro Park Blvd, Unit F  
Louisville, KY 40207  
Phone: (502) 517-9786  
Web: www.runswitchpr.com

**Swim Bike Run of Kentucky/ CycleYOU**

*Exercise Equipment*  
Noelle Dick  
320 N. Ashland Avenue  
Lexington, KY 40502  
Phone: (859) 455-3384  
Web: www.swimbikerun.com

**Upper Right Marketing**

*Promotional Products*  
Kirsten Kegley, Office Manager  
109 Mercer Court  
Lexington, KY 40511  
Phone: (859) 294-4705  
Web: www.uppermm.com

**Workout Anytime**

*Fitness Centers*  
Jen Cowden, Owner  
3130 Mapleleaf Drive, Suite 140  
Lexington, KY 40509  
Phone: (859) 223-0200  
Web: www.workoutanytime.com

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**Cathy Stafford**, president and founder of **Ad-Venture Promotions**, was recently named Member of the Year by the Lexington Chapter of the National Association of Women Business Owners at its annual Winners' Circle Luncheon.

Seifried & Brew LLC, a community bank risk management firm, named **Bank of the Bluegrass & Trust Co.** in its 2012 Top 15th Percentile of Community Banks. To gain entry into this distinguished ranking, the bank demonstrated exemplary performance of balancing risk and reward based on the bank's S&B Total Risk/Return Composite Ranking.

**Blue & Co., LLC's** Lexington office announced the addition of **Adam Campbell** as staff accountant, **Lisa Daniel Conway** as senior consultant, **Ryan Graham** as senior accountant, and **Heather Sunseri** as manager.

**CLARK Material Handling Company** appointed **Mike Walker** as regional sales manager, Southeast Region. Also, **Michael J. Grossman**, senior executive, was elected as president of The Jewish Federation of the Bluegrass.

**Integrity IT** recently welcomed **Audra Meighan** to its sales and marketing team, while **Curtis Spencer** was named project director.

**Cary Plummer** was recently appointed as the new executive director of **Jubilee Jobs of Lexington**.

**Keller Williams Bluegrass Realty** announced several new agents, including **Dan Elkinson**, **Colin Wheeler**, **Mike Brown**, **Shiloh Williams**, **Bryan Carter** and **Sara Morken**.

The **Kentucky Distillers' Association** announced the promotion of **Brittany Allison** as Bourbon Ambassador and the addition of **Mandy Ryan** as Homeplace Coordinator.

The law firm of **Landrum & Shouse, LLP** announced that Hon. **Pierce W. Hamblin** will receive the 2013 Kentucky Service to Young Lawyers Award, which is given each year to a person or organization for exceptional contributions to the professional and personal advancement and mentorship of young lawyers.

The **Lexington-Fayette Urban County Airport Board** welcomed new members **Rear Admiral William V. Alford, Jr.**, USN (retired) and **James D. Coles**, who will each serve four-year terms.

**Craig Olive** has joined **LM Communications Broadcast Media Group** as general manager in Lexington.

**Ashley Cooper** recently joined the Admissions Department at **MedTech College**.

**Morgan & Pottinger, P.S.C.** announced that **P. Branden Gross** has joined the firm as a real estate attorney.

NAI Global named **Bruce R. Isaac**, SIOR, CCIM, senior vice president of **NAI Isaac Commercial Properties**, to the NAI Global Elite, a group comprised of the organization's top performers and top producers based on production in 2012. This is the eighth consecutive year Isaac has been recognized as a top performer by NAI Global.

**Neace Lukens**, an AssuredPartners company, recently acquired Lexington-based Buckley & Company insurance agency. More than ten Buckley & Company associates will join Neace Lukens, including its current president **Biff Buckley**.

**Scott McCauley** has been named Lexington Market President of **PBI Bank**, following stints with First Security Bank/Bank One/Chase and National City Bank/PNC.

**Preston-Osborne** recently earned two Thoroughbred Awards from the Public Relations Society of America (PRSA) Thoroughbred Chapter at its annual awards ceremony. The firm was recognized in the categories of Special Events and Executive/Opinion Communications for the Courage in Munich event at Georgetown College and a Pseudoephedrine Op-Ed piece, respectively.

**Thomas Stone, M.D.**, partner and retina specialist with **Retina Associates of Kentucky** has been named the 2013 Editor of the Preferences and Trends Survey (PAT) of the American Society of Retina Specialists (ASRS). The ASRS represents retina specialists in the U.S. and 55 countries, and the new PAT Survey collects data allowing ASRS to track significant trends in retina practice.

Established in 1991 and owned by **Dan Royer** and **Lisa Royer, SIGNARAMA** (4013 Nicholasville Road #130) is celebrating 22 years of serving customers in and around Lexington.

**Sonitrol of Lexington** was recently recognized as the recipient of four national awards at the Sonitrol National Dealer Association Conference in Seattle. For the second consecutive year, Sonitrol of Lexington was the top producing Sonitrol office in the U.S. for 2012, while security consultant **Bobby Klaiber** placed ninth for top producing individual sales. In addition, **Crystal Newton**, marketing coordinator, received the Top Administration Award, and lead technician **Sean Moberly** received the Top Technician Award.

**Chambers USA** recently selected 33 **Sites & Harbison** attorneys for inclusion in its 2013 guide, including Lexington attorneys **Robert M. Beck, Jr.**, **William T. Gorton**, **Anne E. Gorham** and **Buckner Hinkle, Jr.** In addition, attorney **Richard Wehrle** has

joined the firm's Lexington office, and *Managing Intellectual Property* magazine has named Kentucky attorneys **Joel T. Beres**, **Mandy Wilson Decker**, **David W. Nagle, Jr.** and **Jack A. Wheat** to its inaugural "IP Stars" list of the most highly-regarded intellectual property attorneys in the U.S. for 2013.

**Stoll Keenon Ogden PLLC** announced that attorney **Palmer Gene Vance II** will serve as the 88th president of the Fayette County Bar Association. His one-year term as president began May 1, 2013. Additionally, the firm has been named 2013 Kentucky Firm of the Year in thirteen areas of law by *Corporate INTL* magazine. The *Corporate INTL* Legal Awards honor excellence in firms based on service range, business type, geographical locations, business operations, and experience.

**Traditional Bank** announced the promotion of **Bret Angelucci** to Vice President Commercial Lender at the bank's Short Street Banking Center.

**Turf Town Properties, Inc.** recently announced the addition of **Newton Taluskie** and **Betsy W. Lankford** to its sales team.

**UK Federal Credit Union** was recently honored with three Diamond Awards, which recognized outstanding marketing and business development achievements in the credit union industry. Presented by the Credit Union National Association Marketing and Business Development Council, the awards honored the credit union's "You Can Put Lipstick on a Bank, But It's Still a Bank" campaign.

The **YMCA of Central Kentucky** recently held its annual celebration honoring its volunteers of the year. The Red Triangle Award, the Y's top recognition for a volunteer whose actions exemplify the Y triangle of spirit, mind and body, was presented to **John Black**. Long-time High Street YMCA Executive Director **David Elsen** received the Impact Award, while the Y's Rob Taylor Spirit Award was awarded to **Robert Parks Johnson**. The Teen Volunteer Award was given to **Kelsey Rose Brown**. Branch Volunteer of the Year Awards went to **Stacey Stone** (Beaumont Centre), **Leslie Fannin** (High Street), **Jonathan Ramos** (Jessamine County), **Neill Kahle** (North Lexington), **Andrew Brown** (Scott County), **Kenneth Floyd** (YMCA Child Development), and **Tashana Rucker** (YMCA Community Services/Black Achievers).

## 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

### JULY 2013:

- 17** Lexington Venture Club meeting, 11:30 a.m. – 1:30 p.m. at the Hyatt Regency Lexington. - SEE PAGE 4
- 17-18** Bluegrass Region's Washington, D.C. Fly-In presented by Columbia Gas of Kentucky. - SEE PAGE 3
- 26** Deadline to submit applications for the 2013 Salute to Small Business Awards. - SEE PAGE 10

### AUGUST 2013:

- 12** Commerce Lexington Inc. Business on the Green (formerly Golf Classic) presented by Community Trust Bank; Lunch: 11:30 a.m., Tee Time: 12:30 p.m. at Marriott Griffin Gate Resort & Spa. - SEE PAGE 7
- 22** Commerce Lexington Inc. New Member Luncheon, 11:30 a.m. - 1:00 p.m., at CLX's first floor conference room.
- 27** Business Link co-sponsored by the Hilary J. Boone Center at the University of Kentucky and PNC Bank, 4:30 - 6:30 p.m., at the Boone Center (500 Rose Street). - SEE PAGE 9
- 28** 5 Across, 5:00 p.m., at Awesome Inc., Admission is \$5 per person; RSVP to therese@awesomeinc.org.

### SEPTEMBER 2013:

- 20** Salute to Small Business Awards Luncheon presented by Forcht Bank, 11:30 a.m. - 1:00 p.m., at Keeneland Entertainment Center. - SEE PAGE 11

### REGISTER NOW FOR DISCOVER VIETNAM & CAMBODIA TRIP:

Join us as we Discover Vietnam and Cambodia in October! Registration is now available for this amazing travel opportunity. The 10-day tour departs LAX on October 6th.

- SEE PAGE 8

