

# BUSINESS FOCUS

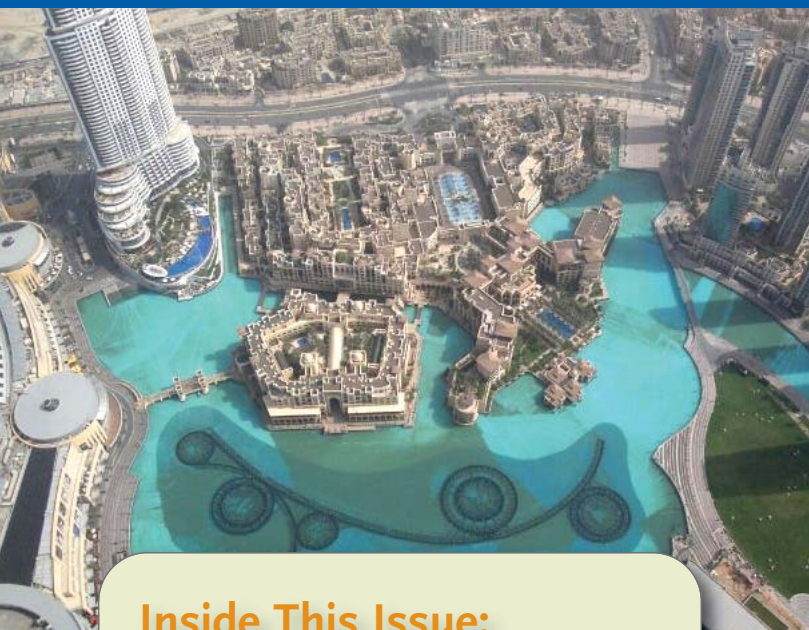
OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC.

MARCH 2014

VOLUME XXII, ISSUE III



INTERNATIONAL TRIP



## WONDERS OF DUBAI

OCTOBER 18-26, 2014

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Explores Strengthening Connections  
Between Business & Education

@330 Series Covers Mobile Apps &  
Websites for Business

2014 Annual Dinner Recap

Legislative Session  
Update ---->



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During Commerce Lexington's  
2014 International Trip



March 20th Good Morning BG  
Explores Connections Between  
Business & Education



REGISTRATION OPEN:  
Charlotte, N.C. Leadership  
Expedition is June 1-3, 2014

Photo Courtesy of VISIT CHARLOTTE



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## DISPLAY RATES

For **DISPLAY RATES** in Business Focus, contact Dana Zinger at (859) 226-1607 or [dzinger@CommerceLexington.com](mailto: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](mailto: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.

## COVER PHOTOS

Top left photo courtesy of Central Holidays. Other two photos were taken by Commerce Lexington Inc. President & CEO Bob Quick during a recent trip to Dubai with the Kentucky Chamber of Commerce.



# COMMERCE LEXINGTON INC. TOP INVESTORS 2014

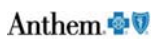


## COMMERCE LEXINGTON INC. DIAMOND INVESTORS

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**DIAMOND INVESTORS:** Commerce Lexington Inc. recognizes member businesses investing \$20,000 or greater annually in overall activities, including the Full Stride economic development campaign, membership dues, and event sponsorships.

visionaries,  
mavericks,

dreamers,



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



SUBMITTED BY: Gina Greathouse & Kimberly Rossetti, *Commerce Lexington Inc. Economic Development Division*

## Funai Lexington Technology Corporation to Locate in Lexington, Create 50 Jobs

Commerce Lexington Inc. is excited to announce the new location of Funai Lexington Technology Corporation to our community. Funai's parent company, Funai Electric Co., Ltd., is headquartered in Japan and bought the ink jet division assets from Lexmark International last April. The company will create 50 new jobs and invest \$4.2 million in the new project. The company, which will relocate in April, is focused on research and development for the ink jet industry.

"Thirty, forty, fifty years ago, people moved to where the jobs were, but now jobs are moving to where the people are, where talent is, where's there's a premium on quality of life and quality of place," Mayor Jim Gray said. "Our focus has been on creating the environment ... the quality of life and place ... that grows and attracts good jobs and talented people."

Bob Quick, president and CEO of Commerce Lexington Inc., said, "Funai's decision to locate in our city is also a testament to the hard work the Bluegrass Business Development Partnership provided the company during the site selection process. The partnership was instrumental in assisting Funai with many location decisions. Funai is a great addition to our long list of international high-tech companies in Lexington."



## KAM Executive Briefing at Big Ass Fans

Commerce Lexington Inc. recently participated in the Kentucky Association of Manufacturers' Executive Briefing (pictured above) in Lexington on February 12 at Big Ass Fans. The event drew over 80 attendees from regional manufacturing firms.

Hosted by KAM, the event focused on issues that manufacturing companies are facing in Kentucky. KAM also gave an overview of where they stand on several policy issues. It was a great event for the manufacturers' voices to be heard.



**ABOVE:** Commerce Lexington's economic development division debuted its updated Lexington marketing video at the CLX Annual Dinner. Produced by Bullhorn Creative, this video has generated some interest across the U.S., with over 1,700 YouTube views from 40 states in about a week's time.

## March 19th Lexington Venture Club Meeting Features UK Venture Challenge Pitch

Join us on Wednesday, March 19, at the next Lexington Venture Club meeting at the Hyatt Regency Lexington from 11:30 a.m. – 1:30 p.m. This month's meeting will feature the 2nd Annual LVC Pitch Competition for UK Entrepreneurs. University of Kentucky MBA teams will pitch their entrepreneurial business ideas, and the audience will have the opportunity to vote for their favorite team.

The University of Kentucky's Von Allmen Center for Entrepreneurship and the Lexington Office of the Kentucky Innovation Network have partnered with UK's Gatton College of Business &



Economics MBA program to bring together UK faculty with MBA student teams to develop business and commercialization plans create new business ventures. UK's iNET – Innovation Network for Entrepreneurial Thinking – program works with undergraduate entrepreneurial students with ideas for new innovations, products and services.

The cost to attend is \$35 per person. Registration is available on-line at <http://lvcMarch.eventbrite.com>. For questions, contact Justin Richter at [jrichter@CommerceLexington.com](mailto:jrichter@CommerceLexington.com).

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## KentuckyUnited Marketing Trip: Philadelphia, PA

Commerce Lexington participated in the statewide marketing initiative, KentuckyUnited, in February for a recruiting trip to the Philadelphia region. Commerce Lexington was part of a team with South Central Kentucky and the KY Cabinet for Economic Development. The team marketed Kentucky as a great place to do business and met with several company prospects interested in expansion in Kentucky, as well as several key site selection consultants in the area. Commerce Lexington Inc. has been a partner of KentuckyUnited since 2010.

## Site Selectors Guild

One of our economic development team's goals each year is to meet with site selection consultants from across the country. Consultants typically serve as the single point of contact for a company that is considering relocating or expansion, and maintaining relationships with consultants is key to keeping Lexington on the short list for these projects. One of the premier networking events for consultants is the Site Selectors Guild annual conference, which was held in Denver at the end of February. Lexington representatives were in attendance to meet with 25 top site selection consultants in the country and world. This is an exclusive marketing event for our region.

## Spring Opportunity Exchange is March 13th

PRESENTED BY:

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### TO REGISTER:

The Opportunity Exchange will take place on **Thursday, March 13**, at the Clarion Hotel (1950 Newtown Pike) from 4:30-6:30 p.m. (Certification and best practices from 4:45-5:30 p.m.). Cost is \$10 for CLX members, and \$15 for potential members. Please RSVP to Justin Richter at [jrichter@commercelexington.com](mailto:jrichter@commercelexington.com).

### MBD PROGRAM GOLD LEVEL SPONSORS:

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## Legislative Session: Budget Continues to be Focus of General Assembly

SUBMITTED BY: Andi Johnson, VP of Public Policy | [ajohnson@commercelexington.com](mailto:ajohnson@commercelexington.com) | [@and1johnson](https://twitter.com/and1johnson)

The development of the state's budget continues to be the primary focus of the 2014 session of the Kentucky General Assembly. The State House is reviewing sections of the Governor's budget, comparing them with agency requests and hearing from impacted groups. Once the budget passes the House, it will go to the State Senate for consideration.

### Investments in Higher Education Create Jobs

Commerce Lexington Inc. is urging state lawmakers to make funding for education a top priority in the 2014 state budget – with an emphasis on restoring the 2.5 percent cuts to higher education and support for important investments in capital projects at these institutions. Having a highly educated and capable workforce is essential to attracting and retaining business in Central Kentucky. Postsecondary institutions like the University of Kentucky, Eastern Kentucky University and the Kentucky Community and Technical College System through Bluegrass Community and Technical College play a critical role in economic development, and ensuring skilled workers are in the regional workforce pipeline to meet employer needs.

### Minimum Wage Increase Passes State House

House Bill 1, sponsored by House Speaker Greg Stumbo, seeks to raise the state's minimum wage from \$7.25 to \$10.10 per hour. This bill passed out the State House despite objections of many business groups including Commerce Lexington. If enacted, this bill would put Kentucky businesses at a competitive disadvantage with surrounding states and force higher labor costs on Kentucky employers. Studies have shown wage mandates result in job losses and could hurt the very people the law is intended to help as employers cut positions or employee hours to meet payroll. This bill now goes to the Senate for consideration.

### Workers Compensation Special Fund

An issue of top priority to the Small Business Caucus in Frankfort is Senate Bill 63, sponsored by Senator Chris McDaniel, related to workers compensation issues. Every employer in Kentucky currently pays a "special fund assessment" rate (6.28%) on all workers compensation premiums paid. This "special fund assessment" is intended to pay off previous debt incurred from high risk workers compensation claims filed prior



to 1996. However, over the last several budget cycles, the state Labor Cabinet has increased the amount "swept" from this special fund to pay for the cabinet's operations – well above what many in business feel are appropriate administrative costs. While the special fund assessment was scheduled to sunset in 2019, it has now been extended to 2029. Senate Bill 63 is intended to correct this issue and ensure these special fund assessments funds are used for what was originally intended – to pay workers compensation claims, and ultimately lower the costs of workers compensation assessments for employers. This bill passed out of committee and now awaits action by the Senate.

### Public Private Partnerships

House Bill 407, sponsored by Rep. Leslie Combs, creates a way to enhance the involvement of the private sector in public projects, and in effect, promoting job growth and greater government efficiency with tax payer dollars. This

bill would enable the use of public-private partnerships – so called P3's – by state and local governments, creating a system in Kentucky that already exists in many states. A public-private partnership is a contract between a public entity, such as a state or local government, and a private business, under which the business builds a project or provides a service for the public. Any financial risk during the construction and/or operation of the project is assumed by the private business.

### Governor's Tax Reform Package

Kentucky Governor Steve Beshear also announced his legislative plan to modernize Kentucky's antiquated tax code. This plan consists of more than 20 different proposals to restructure the state tax code through a mixture of tax reductions/credits and revenue generating measures – including an expansion of the sales tax to selected services (i.e. auto repair, computer services, recreational fees). If implemented, the plan is estimated to generate approximately \$210 million in new revenues each year. To learn more about this plan, visit <http://governor.ky.gov>.

### CALL TO ACTION:

If these issues are important to your business, please contact your Kentucky House and Senate members by calling 1-800-372-7181. The Legislative Session ends on **April 15, 2014**.



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## “An Evening in the Bluegrass” Legislative Reception Brings Great Turnout

A great crowd participated in the annual **An Evening in the Bluegrass** legislative reception presented by **Time Warner Cable** at the Kentucky History Center in Frankfort on February 19th. A variety of regional leaders, state legislators, mayors, county judges, and business professionals came together to talk about issues of importance during the ongoing Legislative Session.

In addition to the many sponsors of the event, a variety of regional partners came together to host the event, including Commerce Lexington Inc., the Frankfort Area Chamber of Commerce, Frankfort/Franklin County Public Policy Group, Frankfort/Franklin County Tourist Commission, Georgetown-Scott County Chamber of Commerce, Richmond Chamber of Commerce, Jessamine County Chamber of Commerce, Paris-Bourbon County Chamber of Commerce, and the Paris-Bourbon County Economic Development Authority.



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## @330 Series Focuses on Mobile Apps, Mobile Websites for Business

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The use of mobile technology is growing exponentially, and that trend is expected to continue for the foreseeable future. How your company or business adapts to the surge in mobile usage can help your business sell more products and services, and better communicate with your customers, creating that all important brand loyalty.

During the next Commerce Lexington Inc. @330 series event **presented by Manpower of Central Kentucky** on Tuesday, March 11, beginning at 3:30 p.m. in Commerce Lexington's first floor conference room, **Lafe Taylor** of 212ths, LLC, will help you learn how utilizing mobile applications and mobile websites can change your business environment for the better. We'll talk about the choices between off the shelf applications versus custom-made solutions to suit your business needs.

**ABOUT THE SPEAKER:**

**Lafe Taylor** is one-half of 212ths, a local company that makes custom applications that make your job easier, quicker and more efficient in order to meet the needs of your business. He is a creative who specializes in the development of cutting edge visuals that push brand development to the next level. With deep roots in the Lexington area, he has worked with corporations, professional recording artists, awards shows, museums, urban fashion companies and local businesses.



LAFE TAYLOR

**ABOUT @330 SERIES:**

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 @330 events 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).

## April @330 Event Covers E-Mail Marketing

During the **April 8th** @330 Series event **presented by Manpower of Central Kentucky, Steve Robinson**, Area Director – Midwestern US & Canada for Constant Contact, will be on hand to discuss "The Power of E-mail Marketing & Growing Your Business Through E-mail and Social Media."

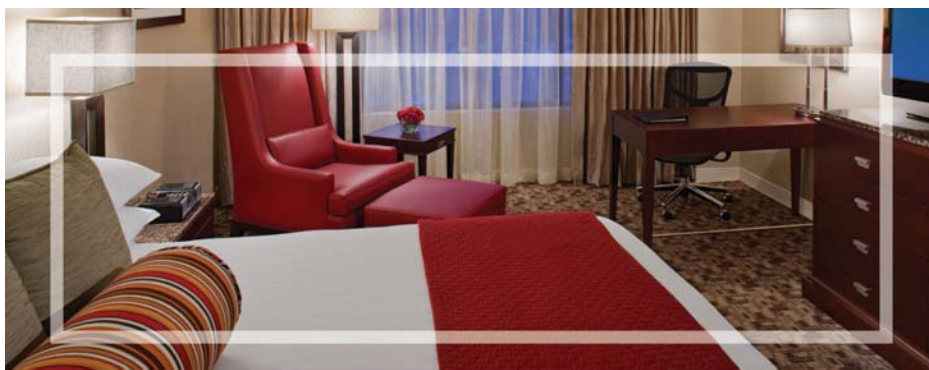


STEVE ROBINSON

Constant Contact is the e-mail marketing provider of Commerce Lexington Inc. and has helped our staff to better format our e-mails and take advantage of tips and strategies to ensure more people are opening our e-newsletters and other e-mail communications. Steve will cover things like permission-based e-mail marketing, list building, best practices, using mobile-friendly content, tracking results, and more.

Join us for this informative presentation on **Tuesday, April 8**, beginning at 3:30 p.m. in Commerce Lexington's first floor conference room to learn how you can create highly effective and professional emails that get results. E-mail marketing is an effective, affordable and easy to use way to enhance your small businesses image and communicate with your customers and prospects.

To register for this free Commerce Lexington member event, contact Liz Bennett at (859) 226-1615 or [lbennett@CommerceLexington.com](mailto:lbennett@CommerceLexington.com).

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THURSDAY, MARCH 20, 2014 | 8:00 - 9:30 A.M. | HYATT REGENCY LEXINGTON - REGENCY BALLROOM (401 WEST HIGH STREET)

## Good Morning BG: Strengthening Business & Education Connections

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It's safe to say that business and education need each other in order for both to succeed. Business and industry must have a quality, well-trained workforce, while the education system must work with business to know what skills are needed in today's workplace and the workplace of the future.

During the next **Good Morning Bluegrass** event presented by Fifth Third Bank on Thursday, March 20, from 8-9:30 a.m. at the Hyatt Regency Lexington (401 West High Street), new Business and Education Network Executive Director **Billie Peavler** will moderate a panel that will include Fayette County Public Schools Superintendent **Tom Shelton** and **Wil James**, President of Toyota Motor Manufacturing, Kentucky, Inc.

This interactive discussion will focus on building partnerships and increasing communication between business and education not only to close



DR. TOM  
SHELTON



WIL JAMES

existing skill gaps, but also increase the employability of our graduating students. We'll also take a look at how the transitioning role of the Business and Education Network will be addressing some of these issues going forward.

The event will conclude with the presentation of the Golden Apple Awards, which were created in 2010 by the FCPS Community Partners Leadership Team (CPLT) to recognize high performance partnerships with the school system.

### TO REGISTER:

The cost to attend this Good Morning Bluegrass is \$25 for Commerce Lexington Inc. members and \$35 for non-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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# Large Crowd Enjoys Commerce Lexington Inc. 2014 Annual Dinner

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Stablemate Creative LLC

## INVITATION & PROGRAM PRINTING:

PrintLEX

About 1,000 business professionals, community and regional leaders, and elected officials were in attendance at the 2014 Commerce Lexington Inc. Annual Dinner presented by Kentucky Employers' Mutual Insurance at Lexington Center on Thursday, February 6. The event gave a look back at 2013, highlighted some of the key goals of the organization, and recognized Commerce Lexington's most involved members, volunteers, and community leaders.

Event participants were wowed by local entertainment from the acoUstiKats, the Dreamin' Rovers from Transylvania University, and the UK Brazilian Drum Line. The acoUstiKats kicked off the evening with their outstanding rendition of "My Old Kentucky Home."

During the Annual Dinner, several awards were presented to recognize outstanding community leaders and volunteers, such as the Commerce Lexington Inc. Ambassador of the Year, Volunteer of the Year, Leadership Lexington Adult and Youth Distinguished Leaders, and the Public Policy Advocate of the Year.

## AWARD WINNERS:

### Ambassador of the Year

Bill Marshall  
Yoshino Farm Bed & Breakfast

### Volunteer of the Year

Todd Sallee  
Kentucky Employers' Mutual Insurance

### Leadership Lexington Adult Distinguished Leader Award

Jennifer Cave  
Bingham Greenebaum Doll LLP

### Leadership Lexington Youth Program Distinguished Leader Award

Elizabeth Mechas  
Sayre School

### Public Policy Advocate of the Year

Todd Johnson  
Home Builders Association of Lexington



The acoUstiKats performed four songs during the Commerce Lexington Inc. Annual Dinner presented by Kentucky Employers' Mutual Insurance, including a fantastic rendition of "My Old Kentucky Home." Around 1,000 business professionals, community leaders, and elected officials attended this year's event entitled "Visionaries, Mavericks, Dreamers: All Are Welcome," highlighting the many creative aspects and welcoming nature of the Bluegrass Region. (Photo by Bill Straus Photography)





1. KEMI's Jon Stewart made remarks. 2. Todd Johnson of the Home Builders Association of Lexington, left, received the Public Policy Advocate of the Year Award from Bill Lear (Stoll Keenon Ogden) and Bob Quick (CLX President & CEO). 3. Outgoing CLX Board Chair Danny Murphy, left, with incoming Board Chair Ken Sagan. 4. Elizabeth Mechas (Sayre School), center, received the Leadership Lexington Youth Distinguished Leader Award from Bob Quick and Augusta Julian (BCTC President). 5. Jennifer Cave (Bingham Greenebaum Doll LLP), center, received the Leadership Lexington Adult Distinguished Leader Award from Brandi Howard (Manpower of Central Kentucky) and Bob Quick. 6. UK Brazilian Drum Line. 7. Bill Marshall (Yoshino Farm Bed & Breakfast), center, received the Ambassador of the Year Award from Frost Brown Todd's Marty Tucker and Bob Quick. 8. Todd Sallee from KEMI received the Volunteer of the Year Award from Jim Frazier (McBrayer, McGinnis, Leslie & Kirkland, PLLC) and Bob Quick. 9. Lexington Mayor Jim Gray made remarks. 10. The Dreamin' Rovers from Transylvania University. 11. Left to right: Darryl Thompson (FCPS), Tiffany Daniels (Lexidan Foods), and Rodney Jackson (FCPS) enjoyed the pre-dinner reception. (Photos by Bill Straus Photography)





INTERNATIONAL TRIP | OCTOBER 18 - 26, 2014

## Experience the *Wonders of Dubai* During 2014 CLX International Trip

Over the last few years, Commerce Lexington Inc. has led groups to China, Cuba, and Vietnam & Cambodia. In 2014, we are offering yet another attractive destination, which will enable people to experience a unique international adventure like no other. Commerce Lexington Inc. is partnering with Central Holidays for a nine-day trip to Dubai, which **departs from New York on October 18, 2014**. This intriguing land combines old-world souks and modern shopping malls, rolling sand dunes and championship grass golf courses, remote Bedouin villages and an array of five-star hotels. Embark on this journey to discover the **WONDERS OF DUBAI** and experience your Arabian adventure!

Some of the highlights of the trip include a visit to the Jumeirah Mosque, Dubai Museum, a drive through the sand dunes of the desert with a stop at a camp to enjoy food and entertainment, a full-day tour of Abu Dhabi - the capital of the United Arab Emirates, and a half-day tour of Sharjah - the "Pearl of the Gulf." The itinerary also includes a half day dedicated to exploring the connections between Central Kentucky and Dubai, including a meeting at the Dubai Chamber of Commerce, a look at the Dubai Thoroughbred racing tradition, and a visit with representatives of Dubai businesses with Kentucky connections.

### FIND MORE INFORMATION:

The cost to participate in this unique travel opportunity is **\$3,599 per person (double occupancy)**, which includes hotels, meals, day trips, and airfare from New York. For single occupancy travelers and a more detailed trip itinerary, visit our website or call (859) 226-1608.

[www.commercelexington.com/events/Wonders\\_of\\_Dubai\\_2014.aspx](http://www.commercelexington.com/events/Wonders_of_Dubai_2014.aspx)



Photo Courtesy of Central Holidays.



Photo by Bob Quick, CLX Staff



**New lighting. Lower energy use.  
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Joanne Wallen, Club Manager, Lexington Tennis Club

It takes a lot to illuminate the Lexington Tennis Club. In order to maximize efficiency and reduce energy usage, they redesigned their lighting system and switched to energy-efficient fixtures. After all the improvements, the Club received a \$16,000 rebate from KU's Commercial Rebate Program, and has saved as much as \$2,000 in one month on their energy bill. **To see how your small business can apply for up to \$50,000 in rebates per facility per year, visit [lge-ku.com/rebate](http://lge-ku.com/rebate).**



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WEDNESDAY, APRIL 16, 2014 | 4:30 - 6:30 P.M. | THE CLUB AT SPINDLETOP HALL (3414 IRON WORKS PIKE)

## Grow Your Client Base at Spring Business Link at The Club at Spindletop Hall

Commerce Lexington Inc. provides you with the perfect Springtime opportunity to cultivate new business leads and grow your client base through its Business Link after-hours networking event. On **Wednesday, April 16, The Club at Spindletop Hall** and the **University of Kentucky Federal Credit Union** are co-sponsoring the Commerce Lexington Inc. Business Link from 4:30-6:30 p.m. at The Club at Spindletop Hall (3414 Iron Works Pike).

Don't miss this opportunity to network with colleagues and other business professionals, while you browse the many exhibitors and learn more about the great amenities of The Club at Spindletop Hall and the services of the University of Kentucky Federal Credit Union.

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THE CLUB AT SPINDLETOP HALL



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### 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.

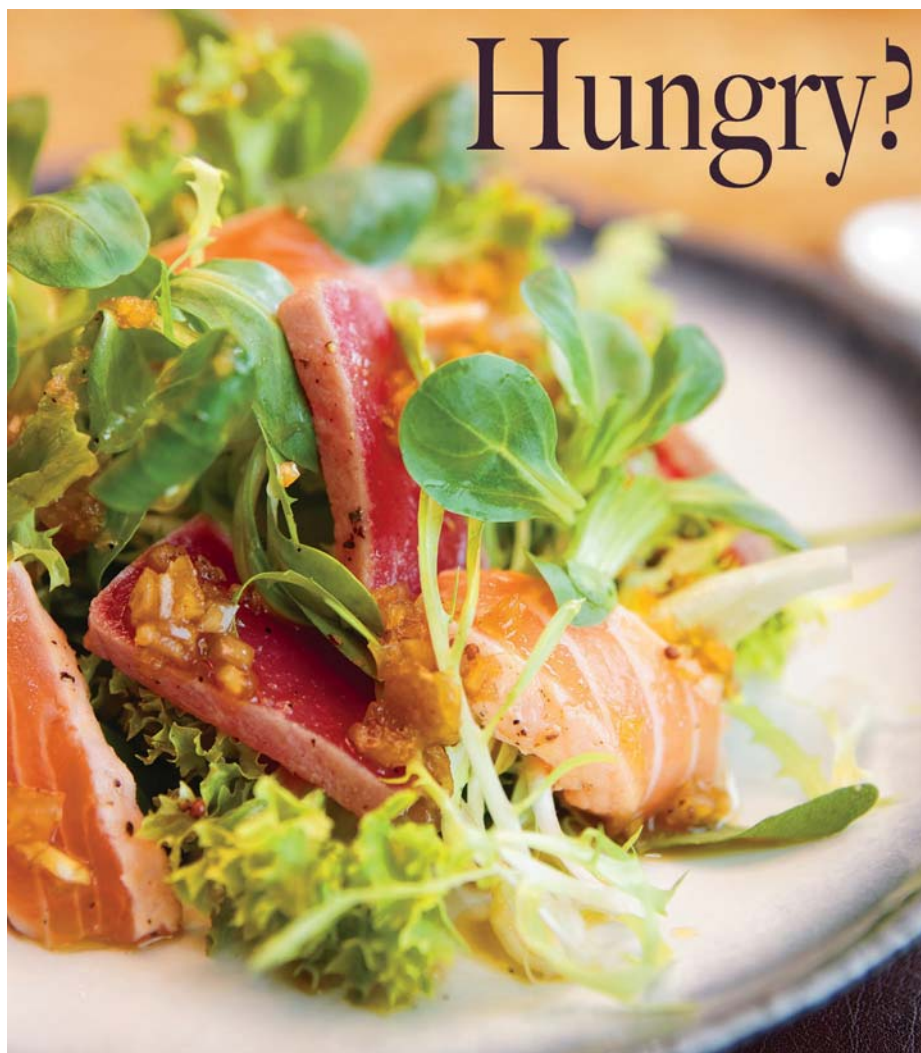
**PLEASE NOTE: NO REFUNDS WILL BE GIVEN FOR ONLINE REGISTRATIONS.**

### 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.

### Featured Nonprofit at April Business Link is Employment Solutions

The next Commerce Lexington Inc. Business Link event on Wednesday, April 16, from 4:30-6:30 p.m., at The Club at Spindletop Hall will highlight **Employment Solutions**, which has been helping people with employment barriers become successfully employed for more than 20 years. This nonprofit offers services ranging from vocational skills training to job placement services. Find out more at [www.employmentsolutionsinc.org](http://www.employmentsolutionsinc.org).



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## Registration Now Open for Charlotte Leadership Expedition June 1-3, 2014

### Representatives from Lexington and Louisville to Collaborate on Second Joint Trip Since 2010

PRESENTED BY:

CHASE  J.P.Morgan

  
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For the second time since 2010, representatives of two of Kentucky's largest chambers of commerce – Commerce Lexington Inc. and Greater Louisville Inc. – will come together for a joint intercity visit. The destination selected for the 2014 Leadership Expedition presented by CHASE / J.P. Morgan and LG&E / Kentucky Utilities Co. is Charlotte, North Carolina, June 1-3.

Commerce Lexington Inc. has led its own intercity visits for 74 years, while Greater Louisville Inc.'s GLIDE trip has been occurring each year since 1985.

"Regionalism is essential to being competitive in today's increasingly global economy," said Stephen Gault of Stephen C. Gault Co., 2014 Expedition Co-Chair. "The timing is right for a joint trip. It will provide a great opportunity to build on the strong collaboration we have right now between the two cities, which will further strengthen our region and help position us for future success."

"The two staffs at Commerce Lexington Inc. and Greater Louisville Inc. have worked closely together for years in economic development, public policy, and regional marketing," said Expedition Co-Chair Ken Sagan of Stites & Harbison. "With the ongoing Bluegrass Economic Advancement Movement report and the Kentucky Export Initiative, it made sense to heighten the collaborative process through this joint Leadership Expedition."

Charlotte and its region boast many Fortune 500 companies, rapid job growth,



Photo Courtesy of VISIT CHARLOTTE

and national recognition as a great place to start a small business and America's most livable community. Charlotte has the second-largest banking center in the nation and is known for exceptional ease of access with many non-stop flights at its airport.

The area is also home to Central Piedmont Community College (CPCC), which has six campuses and is a national leader in workforce development. CPCC and Siemens garnered national attention in 2012, when President Barack Obama mentioned the CPCC/Siemens partnership in his State of the Union address, stressing the importance of community college partnerships with industry and workforce training.

Charlotte also has a large utilities industry, sizable manufacturing segment, and a growing number of international companies. Participants from Lexington and Louisville will be able to examine the area's attributes and challenges in advanced manufacturing, regionalism, entrepreneurship, and workforce initiatives.

### Registration Info:

Registration for the 2014 Charlotte, North Carolina, Leadership Expedition is available now. Download a Registration Form at [www.CommerceLexington.com](http://www.CommerceLexington.com) > Events > Leadership Visit.




2014 will be a landmark election year in the state of Kentucky and the city of Lexington, and there's never been more at stake. The Herald-Leader has the deepest, most experienced team of political reporters in the region. We'll bring you the latest developments from the campaign trail and expert analysis of what it all means. We'll look beyond the campaign commercials and push the candidates to take stands on issues that matter to you. Follow our political coverage in the Herald-Leader, on Kentucky.com, at the Bluegrass Politics blog and @BGPPolitics on Twitter.

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## Hilliard Lyons' Grossman to Chair 2014 Winner's Circle Program

During the 2014 Commerce Lexington Inc. Annual Dinner on February 6th, it was announced by 2013 Winner's Circle Chairman Terry McBrayer that **Stephen Grossman**, senior vice president/branch manager of J.J.B. Hilliard, W.L. Lyons, LLC, will lead the organization's Winner's Circle total resource development program. Now in its 12th year, this initiative is a volunteer-driven campaign that helps finance new and existing Commerce Lexington programs, and brings in new members, renewals and event and publication sponsorships.



STEPHEN  
GROSSMAN

Grossman, who manages Hilliard Lyons' Beaumont branch, has served on the Commerce Lexington Inc. Board of Directors in the past and is a current board member for the Kentucky Chamber of Commerce, a longtime member of the LexArts board, chairing two *HorseMania* public art projects, and has served

as president of the Triangle Park Foundation.

Winner's Circle program director Lynda Bebrovsky said, "We are very excited that Steve has accepted this role with Commerce Lexington Inc., and we look forward to his leadership during the 2014 campaign. He has led many successful efforts like this throughout Lexington for a number of community and non-profit organizations."



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## Women Leading KY Winter Roundtables Continue April 8th

The Women Leading Kentucky Winter Networking Roundtables will continue on **Tuesday, April 8**, from noon to 1:30 p.m. at the Kentucky History Center in Frankfort, featuring Eleanor Jordan, Executive Director, Kentucky Commission on Women. To register for individual roundtables, the cost is \$35 per person. Visit [www.womenleadingky.com](http://www.womenleadingky.com) to register. Commerce Lexington Inc. is a proud sponsor of the Women Leading Kentucky Roundtables and Annual Conference.

### WINTER ROUNDTABLE SCHEDULE:

-> **March 12: SOLD OUT!**

-> **April 8:** Eleanor Jordan, Executive Director, Kentucky Commission on Women, 12-1:30 p.m., Thomas D. Clark Center for Kentucky History, Frankfort.

## Leadership Youth Program Class Members Participate in Mid-Year Session

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### SPECIAL THANKS:

Coba Cocina

### Excerpts of Article by Lauren Harper, Lexington Catholic High School

The Mid-Year session of the Leadership Lexington Youth Program focused on developing skills and learning about a variety of areas. Business dining etiquette, the process of creating the best team for success, social media, hybrid job careers, and the importance of investment and management of money were just some of the things covered. All of these topics are ideal to create a well-rounded individual who can manage themselves, as well as others. As part of our day, we covered each of these topics in order to discover their application to our lives.

The Mid-Year session began at Commerce Lexington Inc. Jason Cummins from the UK Athletics Impact Leadership Program talked to us about the characteristics of an effective team. The next speaker was Sean Moore from the Small Business Development Center, who discussed with us the importance of social media.

The next thing on our agenda was an etiquette lunch that was held at Coba Cocina. Led by Terri Thompson with Terri Thompson Presents, we learned about proper business dining etiquette. Throughout

the lunch, we were able to master a variety of new etiquette techniques that we will use many times throughout our lives.

After our delicious lunch we traveled back to Commerce Lexington, where we had our next speaker, Robin Fleischer (Robin S. Fleischer Counseling, LLC), who talked to us about hybrid jobs and how often times jobs overlapped. We then brainstormed about potential and rising job careers.

Our day concluded with our final speakers, Todd Sallee (KEMI), Terri Jones and Matt Frank (Central Bank), and Craig Browning (Blue & Co.), who talked to us about the stock market, investments, and the management of money.

Reflecting on the day, we acquired a lot of new knowledge on a vast array of topics. Each had major importance and could be applied today or will be vital to us in the near future. By applying these useful skills to our every day lives, members of the Leadership Lexington Youth Program, as future leaders, can learn how to perform and work with others more effectively, ultimately improving our community.

## Leadership Central Kentucky Class Members Visit Fayette County

### Article by Brandon Moore, Georgetown College

Great American cities are built on a strong foundation of service and quality of life that contribute to the success of the surrounding region. At the heart of vitality in the Bluegrass Region is Lexington-Fayette County and the wealth of resources it provides as a hub of stability and growth.

Social and medical services that provide care for those in need are at the core of the region's stability.

Innovative health care institutions, like Cardinal Hill, touch the lives of individuals who need physical and cognitive rehabilitation. A new, welcoming space at Eastern State Hospital provides space for mental health care. Some of the region's most vulnerable residents receive advocacy from the Nursing Home Ombudsman Agency of the Bluegrass. These and other services provide regional stability by helping individuals in need.

Building on this stability, Lexington thrives on creative opportunities, cultural events and innovative business ventures. Places like Natasha's Bistro & Bar and the historic Kentucky Theatre are a cultural hub of the city, providing events every night of the week. The Bread Box just north of downtown captures the spirit of innovation and creativity by adaptively re-using a bread factory to launch West Sixth Brewery and provide space for other entrepreneurial and socially-minded businesses.

Today's investment in health care and initiatives for the underserved make for a more stable region, while cultural opportunities business innovation promote a quality of life that benefits not only Lexington and Fayette County, but the entire Bluegrass region - both now and for future generations.

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## Leadership Lexington: Growth, Preservation & Agriculture Day Recap

**Excerpts of Article by Mary Ellen Harden  
(Wall Street Greetings) & Gary Thompson  
(Billings Law Firm, PLLC)**

What do you get when you mix Kentucky's Commissioner of Agriculture James R. Comer, savvy infill-development-thinkers, tobacco and bourbon warehouses, the Kentucky Home Builders Association, the Downtown Lexington Corporation, food truck vendors, bourbon and Big Ass Fans? Growth, Preservation, Agriculture & Economic Development—Leadership Lexington's February meeting theme.

Beginning at Big Ass Fans. Leadership Lexington members were encouraged by developing trends, confronted with the challenges, and spurred into action in regards to Kentucky and, specifically Lexington's Growth, Preservation, Agriculture & Economic Development. The February meeting started with an address from Commissioner Comer, and continued with a panel discussion from local urban leaders.

Commissioner Comer's remarks were followed by a panel discussion of local urban leaders moderated by Tyrone Tyra, Commerce Lexington, on growth, preservation and economic opportunities. The panel included Sarah Robbins, 21c Hotel; Griffin Van Meter, NoLi Cultural Development Corporation; Todd Johnson, Home Builders Association of Lexington; Renee Jackson, Downtown Lexington Corporation; and Greg Walker, Walker Properties. The panel discussion was followed by a clear example with a visit to Barrel House Distillery.

The afternoon was spent in an economic expansion simulation hosted by a remarkable group of economic development leaders dedicated to Kentucky's growth: Daryl Smith, Kentucky Utilities; Daryl Snyder, Greater Louisville Inc.; Erik Dunnigan,



*Alltech founder Pearce Lyons welcomed the Leadership Lexington class to his Town Branch Distillery during the Growth, Preservation & Agriculture Day Session.*

Bristol Group; Alaina Stokes and Billie Peavler, Commerce Lexington; Todd Denham, Winchester-Clark County Industrial Authority; Tonita Goodwin, Richmond Industrial Corp; and Brand Thomas, Kentucky Cabinet for Economic Development. The Leadership Lexington Class was transformed into three business groups looking to relocate and three cities hoping to welcome a new business.

The day concluded with special remarks from Big Ass Fans' government relations personnel Patrick Keal and Cedric Johnson. Mr. Keal and Mr. Johnson gave an overview of the inner workings and expansion of Big Ass Fans, and yes even a history of the name, generated by a bunch of farmers calling about those "big ass fans."

**Read this full article at  
[www.leadershiplexington.com](http://www.leadershiplexington.com)**

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## Ambassador Spotlight: Jennifer North, Time Warner Cable Media



JENNIFER  
NORTH

**Jennifer North, Account Executive  
Time Warner Cable Media  
101 Prosperous Place, Suite 250  
Phone: (859) 351-5125  
E-mail: [jennifer.north@twcable.com](mailto:jennifer.north@twcable.com)**

**About Jennifer North:** As an account executive for Time Warner Cable Media, Jennifer partners with local businesses to help them increase brand awareness through digital and cable advertising. She said, "Working with one of the nation's largest Fortune 100 companies provides me with the support and know how to help my clients target the right consumers for their products and services."

**About Serving as an Ambassador:** "This will be my second year as an Ambassador and I was also on our Winner's Circle team this year as well! As Ambassadors, we get the great pleasure of celebrating with new business owners at their Grand Openings and Ribbon Cuttings, networking with influential members of our community and local business owners, supporting our local businesses at Business Links and making many new friends along the way."

**About Lexington:** Serving as an Ambassador has also helped her reconnect to Lexington. The University of Kentucky graduate had moved away for a while and returned to the area a couple of years ago.

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

## New Commerce Lexington Inc. members for the period of January 21, through February 19, 2014

**A.G. Campbell Advisory, LLC**  
Insurance & Financial Planning  
Alexander G. Campbell III, Managing Partner  
1340 Smith Avenue, Suite #200  
Baltimore, MD 21209  
Phone: (410) 779-1239  
Web: www.agcadvisory.com

**ACE Weekly Newspapers**  
Lisa R. Kindel, Ad Exec  
118 Constitution St., Lexington, KY 40507  
Phone: (859) 225-4889  
Web: www.aceweekly.com

**Billy Van Pelt Consulting - Government Relations**  
Government Relations/Lobbying  
Billy Van Pelt  
P.O. Box 22424, Lexington, KY 40522  
Phone: (859) 983-8118

**The Bristol Group**  
Contractors  
Erik Dunnigan, VP Business Dev.  
1115 Delaware Ave., Suite 200  
Lexington, KY 40505  
Phone: (859) 233-9050  
Web: www.bristolgrp.com

**Budget Blinds of South Lexington**  
Window Treatments  
Brooke Shepherd, Owner  
425 Gleneagles Way  
Versailles, KY 40383  
Phone: (859) 554-3377

**Chef Doug's Gourmet Foods**  
Caterers  
Douglas "Doug" Johannes, Chef/Owner  
420 Natalie Dr., Mt. Sterling, KY 40353  
Phone: (859) 585-1464  
www.chefdougsgourmetfoods.com

**Chiropractic Care of Lexington**  
Chiropractors D.C.  
Dr. Tiffany Daniels, Chiropractor/Owner  
2121 Richmond Road, Suite 115  
Lexington, KY 40502  
Phone: (859) 272-0002  
Web: www.chirocarelex.com

**Directed Energy, Inc.**  
Technology Development  
Vicki Kurtz, Vice President  
1500 Bull Lea Road, Suite 212  
Lexington, KY 40511  
Phone: (859) 537-6544  
Web: www.directedenergyky.com

**Jake's Cigar Bar**  
Bar  
Jake Glancy, Owner  
263 East Brannon Road  
Nicholasville, KY 40356  
Phone: (859) 273-0351  
Web: www.jakescigarbar.com

**Jere Sullivan, A.I.A.**  
Architects  
Jere Sullivan A.I.A., Architect  
PO Box 22171, Lexington, KY 40522  
Phone: (859) 806-8686

**Kennedy's Wildcat Den**  
Booksellers  
Logan Johnson, Marketing  
405 South Limestone  
Lexington, KY 40508-3099  
Phone: (859) 252-0331  
Web: www.kennedys.com

**Kentucky Health Solutions**  
Insurance  
Pete Alberti, Owner  
P.O. Box 24801, Lexington, KY 40524  
Phone: (859) 309-5033  
www.kentuckyhealthsolutions.com

**KPC Architectural Products, Inc.**  
Furniture Dealers  
Angie Smith  
2591 Palumbo Drive, Suite 1  
Lexington, KY 40509  
Phone: (859) 269-3646  
Web: www.kpcarch.com

**Lexington's Real Estate Company - LRC**  
Real Estate  
Phil Holoubek, President  
333 West Vine Street, Suite 300  
Lexington, KY 40507  
Phone: (859) 255-6706  
Web: www.LRCrealestate.com

**Liquor Barn - Beaumont**  
Liquor Stores  
Roger Leasor, President  
921 Beaumont Centre Parkway  
Lexington, KY 40513  
Phone: (859) 223-1400  
Web: www.liquorbarn.com

**Liquor Barn - Hamburg**  
Liquor Stores  
Roger Leasor, President  
1837 Plaudit Pl., Lexington, KY 40509-1968  
Phone: (859) 294-5700  
Web: www.liquorbarn.com

**Liquor Barn - Richmond Road**  
Liquor Stores  
Roger Leasor, President  
3040 Richmond Rd., Lexington, KY 40509  
Phone: (859) 269-4170  
Web: www.liquorbarn.com

**Morton Properties, LLC**  
Real Estate  
Thomas Morton, MEMBER  
107 Deerfield Cir., Nicholasville, KY 40356  
Phone: (859) 552-0437

**NexGen Aviation, LLC**  
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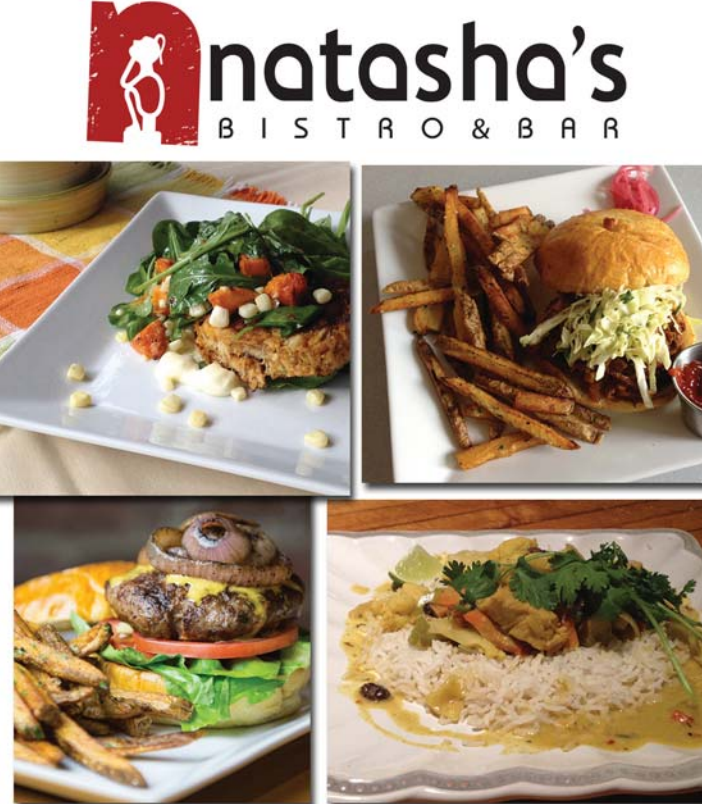
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Phone: (859) 276-5264  
Web: www.superiorpaintlex.net

**Terri's Catering**  
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Teresa Sullivan  
1010 Silver Creek Dr., Frankfort, KY 40601  
Phone: (502) 875-3031  
Web: www.terriscatering.net

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**Gerry van der Meer**, president of the **Aviation Museum of Kentucky**, recently became the museum's director of development, continuing his association with the museum by addressing a critical area for maintaining its successful operation.

**Bingham Greenebaum Doll LLP** attorney **Tandy C. Patrick** was recently elected to serve on the Kentucky Horse Council (KHC) board of directors.

**Carla Blanton** (**Carla Blanton Consulting**), a Lexington-based communications consultant and former gubernatorial advisor, and **Chad Carlton**, owner of a Louisville communications firm and former political journalist, recently formed a strategic alliance centered on public affairs communications.

**Brittney Lavens** joined the Commercial Interior Design Firm of **Cathy Burgess Interiors** as an interior designer. She also recently passed the NCIDQ exam and is considered a Certified Interior Designer.

**Central Bank & Trust Co.** announced the promotion of **Gayle Dockery** to assistant vice president, trust officer and **Shane Anderson** to credit officer, while **Vicky Foster** joined Central Bank as vice president, employee benefits administrator. Meanwhile in Nicholasville, **Monna Treadway** was named as assistant vice president, mortgage loan officer at Central Bank Mortgage.

**Dinsmore & Shohl** announced that Lexington attorney **Anthony F. Bonner, Jr.** has been named partner.

The **Georgetown College** board of trustees recently elected five Kentuckians to serve as trustees, including Georgetown College graduates **David Adkisson**, president and CEO, Kentucky Chamber of Commerce, **Tucker Ballinger**, president and CEO, Forcht Bank, **David Knox**, retired judge, **Sarah Wilson**, youth services librarian, and **Guthrie Zaring**, sales representative and realtor.

**Jackson Kelly PLLC** recently received national first-tier rankings in mining law and natural resources law. This is according to the recently-released *U.S. News Media Group* and *Best Lawyers®* 2014 "Best Law Firms" rankings. The firm's Lexington office received tier one rankings in Construction Law, Environmental Law, Mass Tort Litigation/Class Actions – Defendants, and Product Liability Litigation – Defendants.

**Jackson Kelly PLLC** attorneys **Robert F. Duncan** and **Jessica Alsop** have been elected to three-year terms on the firm's Executive Committee.

**Keller Williams Bluegrass Realty** announced new agents **Tara Hayes**, **Jason Hayes**, **Jason Gabbard**, **Teresa Blakeman**, **Paul Peters**, **Louis Baldwin**, **Michael Neal**, **Daniel David**, **Tammy Ashton**, **Katherine Davis** and **Jackie Carr**.

The **Kentucky Distillers' Association** (KDA) announced that **Joe Fraser** of Heaven Hill Distilleries has been named chairman of the organization. Meanwhile, **Andrea Wilson** (Diageo North America) was named vice chairman, and **Chris Morris** (Brown-Forman) as secretary-treasurer. Other 2014 board members include **John Rhea** (Four Roses Distillery), **Rob Samuels** (Beam Inc.), and **Rick Robinson** (Wild Turkey).

Former University of Kentucky quarterback **Mark Perry** has been named **Lexington Catholic High School's** new head football coach, following head coaching stints at Central Hardin and Washington County.

**Lexington Catholic High School** students, faculty and staff, recently organized the largest Secret Santa swap ever, attempting to eclipse the previous Guinness World Record of 1,270 people exchanging gifts. On December 4, LCHS and six other area schools participated in the massively orchestrated exchange that included more than 1,400 students and adults.

**Jason Boston** has been named head groundskeeper for the **Lexington Legends**.

The **Lexington Medical Society** recently elected officers for 2014, including **Rice C. Leach, M.D.** – President-Elect, **Richard D. Floyd, IV, M.D.** – Vice President-Elect, and **Charles L. Papp, M.D.** – Secretary-Treasurer-Elect. Taking office this year are **Thomas H. Waid, M.D.** – President, **David S. Kirm, M.D.** – Vice President, and **Jason P. Harris, M.D.** – Secretary-Treasurer.

**Erin West**, coordinator of the Digital Studio at the **Lexington Public Library's** Northside Branch, was named the recipient of this year's Joseph H. Miller Customer Service Award, which is named for the late Joseph Miller, a long-time member of the library's Board of Trustees.

**McBayer, McGinnis, Leslie & Kirkland, PLLC** announced that **Luke Morgan** has been named a member in the firm's Lexington office.

**Mark Wadlington** has joined **Midway College** as the new vice president of business affairs and will serve as chief financial officer.

**MML&K Government Solutions** announced that **Sara Osborne** will join MML&K's team of government affairs professionals as chief of staff.

**Mountjoy Chilton Medley LLP** recently promoted **Debbie Smith** to partner in its Lexington office.

**NAI Isaac Commercial Properties** recently promoted **Chad Voelkert** to vice president and **Jamie Adams**, LEED AP, to senior associate.

**Margaret Agee** joined **Opportunity for Work and Learning, Inc.** (OWL) as director of OWL Center.

**Ivan "Z" Newell**, CRS, has been named as principal broker of PMI Central KY Real Estate Services, a new real estate sales division of **PMI Central Kentucky** opened by President **Mike Hanson**.

**Stephoe & Johnson PLLC** announced that Lexington attorneys **Laura Patterson Hoffman** and **D. Eric Lyan** were promoted to members of the firm. Meanwhile, **Jim Newberry**, Vice President & General Counsel at Georgetown College and former Lexington Mayor, joined Steptoe & Johnson PLLC's Lexington office in February.

The publishers of *Acquisition International* (AI) magazine recognized **Stites & Harbison, PLLC**, for two awards in its 2013 Legal Awards issue, including Corporate Law Firm of the Year for Georgia and Law Firm of the Year for Kentucky. AI's Legal Awards honor the outstanding achievements of individuals and companies within the international legal community each year.

**Stites & Harbison, PLLC**, announced the addition of attorneys **Dustyn B. Jones** and **Emily Larish Startzman** to the firm's Lexington office.

**Stoll Keenon Ogden** attorney **Steven Loy** recently argued a case before the U. S. Supreme Court on behalf of Lexmark International, Inc. The issue before the Supreme Court is who has standing to sue for false advertising under the Lanham Act, a federal trademark statute. The case involved a printer cartridge return program implemented by Lexmark in the late 1990's for laser printers sold primarily to medium and large businesses. A decision on the case is expected in late Spring or early Summer 2014.

**Sturgill, Turner, Barker & Moloney, PLLC** announced that **Andrew D. DeSimone** and **Jamie Wilhite Dittert** have been included in the 2014 Kentucky Rising Stars list. Each year, no more than 2.5 percent of the lawyers in the state are selected as Super Lawyers to receive this honor.

**Bill Alverson**, president of **Traditional Bank**, was recently appointed to the Kentucky Bankers Association (KBA) board of directors. Meanwhile, the bank promoted **Carter D. Offutt** to commercial loan officer at its Palumbo Drive Banking Center.

**Wyatt, Tarrant & Combs, LLP**: **Franklin K. Jelsma** has been elected as managing partner of the firm, succeeding **Bill Hollander**, who served in that position since 2007. Additionally, **Justin W. Ross** and **Daniel W. Waxman** have been elected partners in the firm.

## SUBMIT PERSONNEL NEWS:

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



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## COMMERCE LEXINGTON INC. UPCOMING EVENTS

### MARCH 2014:

- 5** Leadership Lexington Youth Program: Public Safety and Government Day.
- 11** @330 Series presented by Manpower of Central Kentucky, 3:30-5 p.m., at CLX first floor conference room. - **SEE PAGE 8**
- 12** Women Leading Kentucky's Winter Networking Roundtable, noon - 1:30 p.m., at Sal's Chophouse.
- 13** Opportunity Exchange presented by Columbia Gas of Kentucky, 4:30-6:30 p.m., at Clarion Hotel (1950 Newtown Pike). - **SEE PAGE 5**
- 13** Leadership Lexington Public Safety Day Session presented by KentuckyOne Health.
- 19** Leadership Central Kentucky presented by LG&E - Kentucky Utilities Co. at Woodford County.
- 19** Lexington Venture Club meets from 11:30 a.m. to 1:30 p.m. at Hyatt Regency Lexington; \$35 per person; RSVP to jrichter@commercelexington.com.
- 20** Good Morning Bluegrass presented by Fifth Third Bank, 8-9:30 a.m., at Hyatt Regency Lexington. - **SEE PAGE 9**

### APRIL 2014:

- 8** Women Leading Kentucky's Winter Networking Roundtable, noon - 1:30 p.m., at Kentucky History Center in Frankfort.
- 8** @330 Series presented by Manpower of Central Kentucky, 3:30-5 p.m., at CLX first floor conference room. - **SEE PAGE 8**
- 9** Leadership Lexington Youth Program: Reflection and Graduation Day.
- 10** Leadership Lexington Media & Government Day Session presented by KentuckyOne Health.
- 16** Leadership Central Kentucky presented by LG&E - Kentucky Utilities Co. at Clark County.
- 16** Business Link co-sponsored by The Club at Spindletop Hall and UK Federal Credit Union, 4:30 - 6:30 p.m., at The Club at Spindletop Hall (3414 Iron Works Pike). - **SEE PAGE 13**
- 17** New Member Orientation Luncheon, 11:30 a.m. - 1:00 p.m., at Commerce Lexington Inc.'s first floor conference room.
- 30** 5 Across begins at 5:00 p.m. at Awesome Inc.; Admission: \$5 per person; RSVP to warren.nash@uky.edu.

