



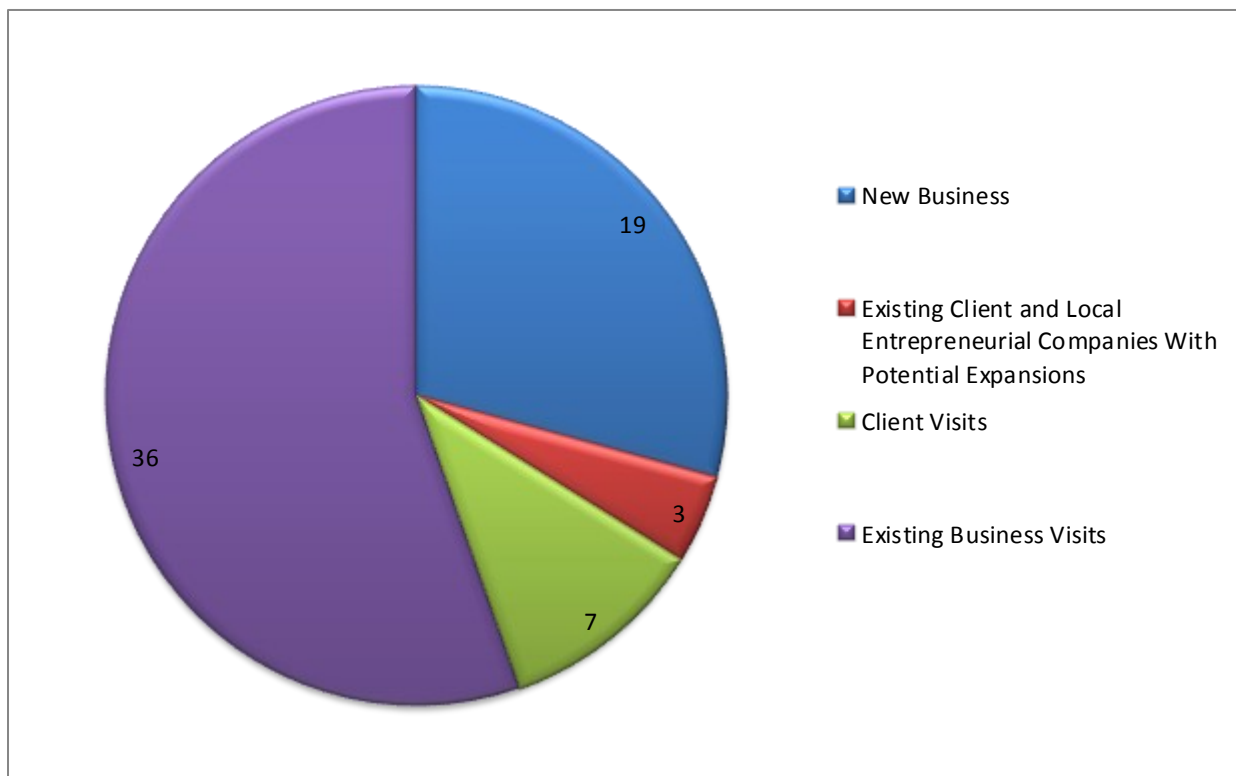
# Lexington-Fayette Urban County Government Quarterly Report

October 1—December 31, 2010



## By the Numbers:

In the 2nd Quarter Fiscal Year 2011 (October 1 – December 31), Commerce Lexington's Economic Development Division responded to calls from the following:



## COMPANY NEWS & ANNOUNCEMENTS

**C**ommerce Lexington is thrilled to announce the location of Tiffany & Co. to Lexington! The CLX team has worked on what was known as Project Craftsmanship for a year and a half. After evaluating 50 cities for a new manufacturing operation, Tiffany & Co. chose Lexington for their new facility. Commerce Lexington sold 4.39 acres in the Blue Grass Business Park to the company to construct a 25,000 square foot building. Once fully operational, Tiffany & Co. will employ 125 jewelers with an average wage of \$40,000/year. The manufacturing facility will focus on setting, polishing, and preparing of engagement and single stone jewelry. Tiffany & Co. broke ground in the



park on November 3, 2010. Commerce Lexington received the prospect lead from Mr. Mike Mullis, J.M. Mullis, Inc., one of the world's top site selection consultants from Memphis. Tiffany & Co.'s brand will be a great addition to the community. This was truly a joint effort by many people and organizations to recruit the company to the Bluegrass.



**L**exington recently announced the location of a new start-up company, Escent Technologies. The company is developing and will commercialize sensing devices used to analyze organic substances. The device will first be used by law enforcement agents in identifying unknown substances, such as pills and powders. The technology has many applications for the future and was developed at UK. Escent will create 13 high-tech jobs with an average wage of \$52,000/year. The capital investment is \$500,000.



**L**exington recently announced the expansion of an existing manufacturer. ITW will acquire new equipment, an investment in excess of \$1 million, in order to manufacture new auto parts fasteners in newly developed automobiles, primarily for the “big 3” manufacturers. ITW will add 10 jobs with an average wage in excess of \$42,000 annually.



A **xerox**  Company

**A**CS, a Xerox Company, recently announced two expansion projects. The first project announced in August will create 200 permanent positions along with 500 temporary positions to fulfill a new contract. ACS is leasing the former Lexmark building on New Circle Road (across from Lexmark’s main campus). The average wage is approximately \$10/hour and the capital investment for the project is over \$7,000,000. The second project announced in October was the creation of 250 new jobs in Lexington for their technical support center for Apple. ACS employs over 2,000 people in Lexington.



## OPEN HOUSES & RIBBON CUTTINGS

**C**ommerce Lexington participated in the grand opening of HFL Sport Science Laboratory in December. HFL, headquartered in the United Kingdom, recently opened its first equine drug testing lab in the United States in Lexington. The company is investing over \$4 million and will hire 48 new jobs, the majority of which are high-tech jobs. We are thrilled that HFL has chosen Lexington for its new location!

HFL SPORT SCIENCE 



## Lexington Equine Surgery and Sports Medicine

**T**he Bluegrass Business Development Partnership hosted a ribbon cutting in celebration of the area's newest equine surgery facility. Lexington Equine Surgery and Sports Medicine is a group veterinary referral practice offering outpatient elective equine surgery and outpatient medicine to Central Kentucky's growing horse industry. A team from the University of Kentucky's Small Business Development Center, Lexington Innovation and Commercialization Center and Commerce Lexington assisted in the project. This ribbon cutting was extraordinarily special to the team as this project was the first client of the Bluegrass Business Development Partnership when the doors were opened.





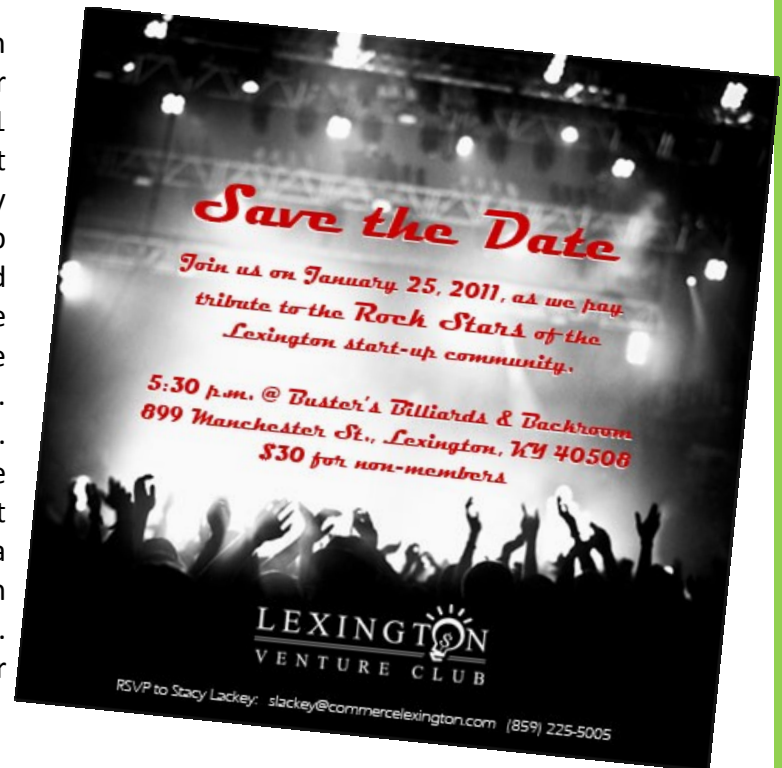
Commerce Lexington's Economic Development Division is proud to celebrate the graduation of ParaTechs Corporation from UK's Advanced Science & Technology Commercialization Center (ASTeCC) to their own lab space. On November 4, 2010, representatives from Commerce Lexington, the University of Kentucky and many other community leaders gathered at the open house to congratulate ParaTechs on their success.

ParaTechs Corporation, formed in 2004, develops innovative technologies and brings to market novel products to enable discovery and development in the areas of biotechnology. ParaTechs plans to add 9 full time high tech jobs in the near future. We look forward to celebrating many years of success to come.



## LEXINGTON VENTURE CLUB

**S**ave the Date for the Lexington Venture Club's Entrepreneur Celebration on January 25, 2011 from 5:30 to 7:30 p.m. at Buster's on Manchester Street. Every January the Lexington Venture Club recognizes companies and entrepreneurs that received venture capital, angel funding, and other state and federal funding in the prior year. This will be a great event featuring Dr. Todd, Mayor Gray, and our keynote speaker, Ms. Jeri Smith, Galmont Consulting, which recently opened a new software testing center in Lexington. The cost to attend is \$30. RSVP to Stacy Lackey at 859-225-5005 or [slackey@commercelexington.com](mailto:slackey@commercelexington.com).



### 2011 Luncheon Dates

(all luncheon events will be held at the Hyatt Downtown from 11:30 a.m. to 1:30 p.m.)

March 23, 2011

May 25, 2011

July 20, 2011

September 21, 2011

November 16, 2011

## STRATEGIC PLANNING UPDATE

The Angelou team visited Lexington November 1 - 2 to discuss the Targeted Industry Analysis and the review the new recommended targets.

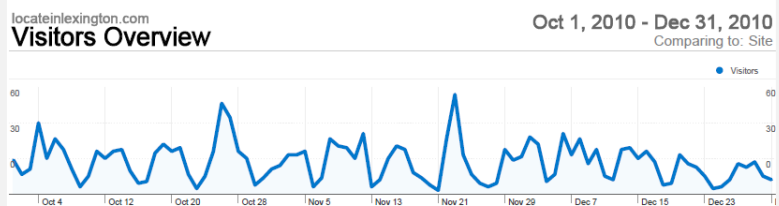
The AE team presented the suggested target industries for the Bluegrass. They were:

- Renewable Energy (battery and biomass)
- Software & IT (data storage, tech support)
- Business & Professional Services (would also include entrepreneurs)
- Visitor Industries (horse racing, convention, continuing education)
- Equine Industry (vet services, horse training and breeding)
- Life Sciences (biotech and healthcare)

These are the recommended target industries and have been posted to the project website at [www.advancelexington.com](http://www.advancelexington.com).

## NEW ECONOMIC DEVELOPMENT WEBSITE

Reminder! Please visit our new website at [www.locateinlexington.com](http://www.locateinlexington.com)



1,316 people visited this site

- 1,870 Visits
- 1,316 Absolute Unique Visitors
- 8,654 Pageviews
- 4.63 Average Pageviews
- 00:04:34 Time on Site
- 42.83% Bounce Rate
- 67.06% New Visits





## COUNCIL DISTRICT DAY



Commerce Lexington continues to build upon successes with the Council District Day initiative. Doug Martin and former councilmembers Cheryl Feigel and Andrea James participated. Staff has enjoyed working with council members, while council members find the experience beneficial. We are looking forward to kicking off the initiative again in 2011 with all the councilmembers.



10th District Councilmember Doug Martin had this to say about Council District Day: "The Kentucky Blood Center and St. Joseph Hospital are each located in the 10th District and are two of Lexington's most important healthcare providers. Council District Day was a great opportunity to sit down with leadership teams from these valuable community partners and hear their concerns about Lexington and the 10th District. This was time well spent and I look forward to Council District Day next year!"

"The Economic Development Tour was a great way to connect with business owners in the 5th district and I appreciate the opportunity to answer their questions and discuss their concerns."  
- Cheryl Feigel

## ADVANTAGE KENTUCKY

**C**ommerce Lexington, Northern Kentucky Tri-ED, and Greater Louisville Inc. traveled to New York and New Jersey in November for their joint marketing effort, Advantage Kentucky. The purpose of the trip is to meet with site selection consultants and uncover new economic development leads for the region. During the trip, the delegation also attended the Kentuckians of New York dinner. The dinner is a great way to connect with Kentuckians from the New York area and establish new relationships. Advantage Kentucky is very successful for the three economic development agencies.



## BENCH2BUSINESS

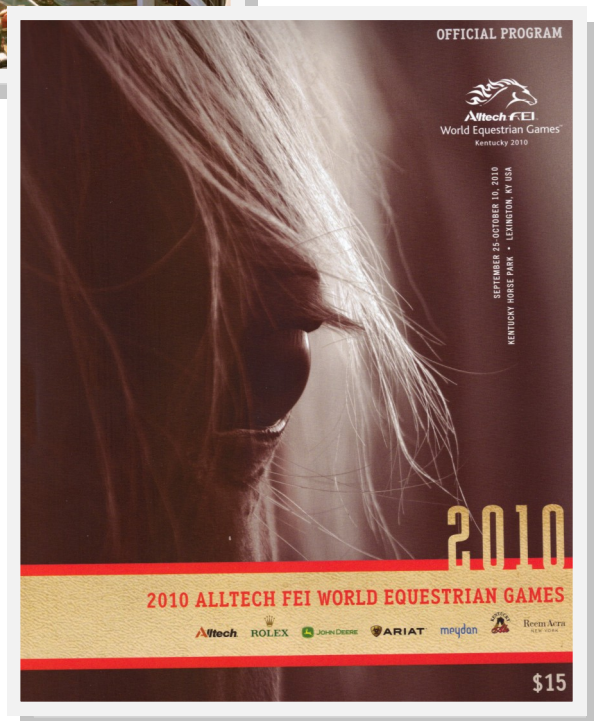
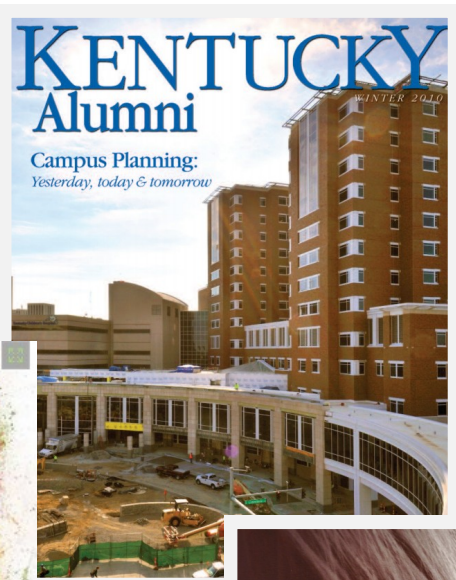
**T**he Bluegrass Business Development Partnership hosted the fall Bench2Business (B2B) event at UK on December 2. The event recognized faculty who have received patents. The group also heard from two successful UK alumni about their business: Mr. John A. Williams, Sr., Computer Services Inc. and Ms. Kim Knopf, Sleep Outfitters. Many UK researchers and faculty, as well as Commerce Lexington's board of directors, attended the event.



## MARKETING AND ADVERTISING

Commerce Lexington placed ads in the following publications for Quarter 2:

- Keeneland October program
- Kentucky Alumni Winter edition
- World Equestrian Games program

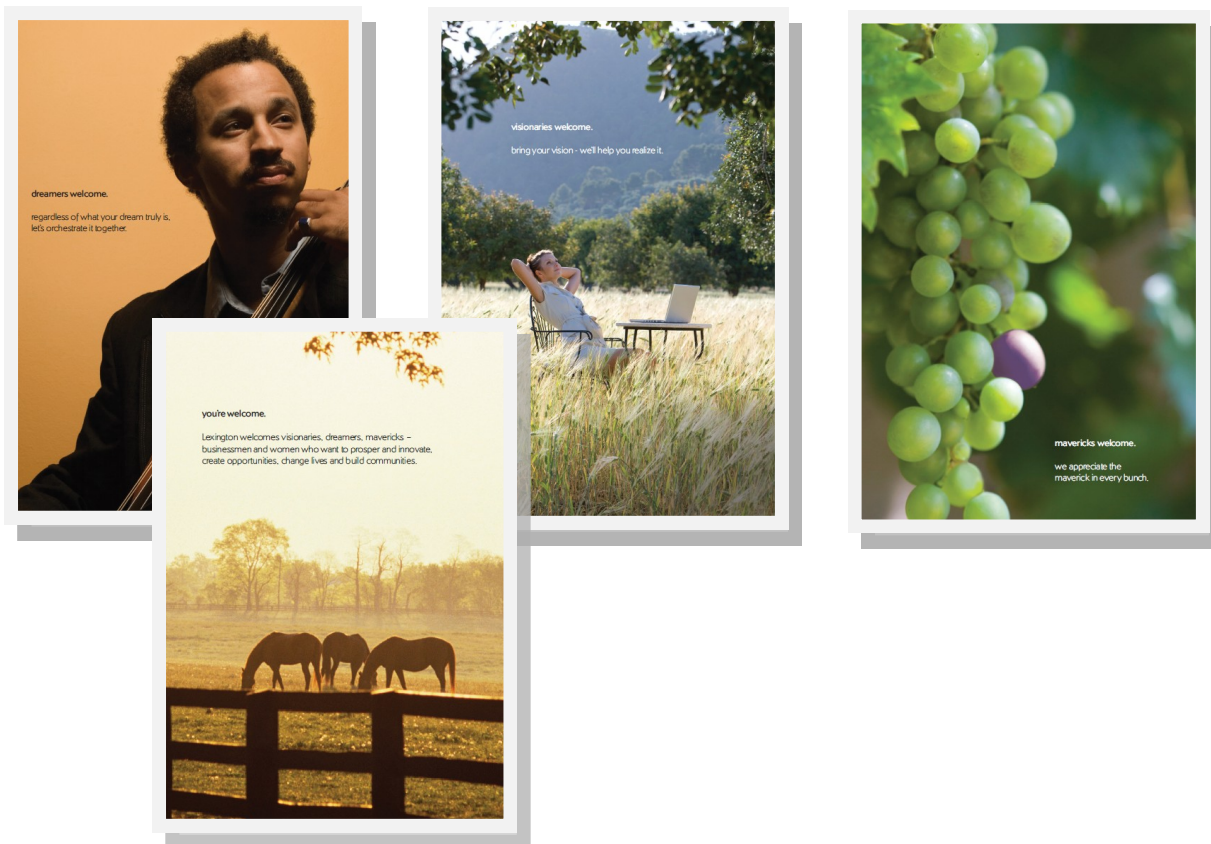


## SIX DEGREES OF LEXINGTON

**R**eminder!

The economic development team recently presented a new idea to our board members to help generate new leads. The idea is called “Six Degrees of Lexington.” We realize what a small world it can be sometimes, and we asked our board of directors to think about their vast network of contacts and how we can connect them to Lexington. We asked each board member to reach out to two or three contacts outside of Lexington to tell them about how Lexington is a great place to do business. We equipped each board member with our direct mail campaign (4 postcard series) to send out to contacts. This initiative could help bring more leads to Lexington resulting in more located projects, creating more jobs for our citizens.

If you have contacts that would be interested in Lexington, please let us know and we’ll send you the direct mail series to distribute!



## NAME CHANGE

**T**he Lexington Partnership for Workforce Development has officially changed its name to the Business and Education Network (BEN). The reason behind the change is to have our name more accurately reflect what we do and have a name that is shorter, easier to remember for recall and marketing purposes.

## LEXMARK TEACHER INSTITUTE

**T**his is the *only program in Fayette County in which teachers spend a week out in the business community learning about economic and workforce development issues and opportunities.* The intent of the institute is to provide a forum for teachers to directly connect to business expertise. The business people demonstrate how subjects such as math, science, communications and more are actually applied in the business setting. The LTI provides teachers an excellent forum in which to gain insight into the applied side of what they teach and incorporate more relevant examples and information into their respective curriculums. For many teachers, the LTI is their first opportunity to delve into and learn about what types of companies are in Lexington along with learning about what technical skills and education students need to have to be successful. Nearly 200 teachers have participated in the last four years.



## BEST in the BLUEGRASS

**T**his is the *only program in Fayette County designed to connect with high-performing students in Fayette County Schools, who are going to college outside of Kentucky.* The intent behind the BBG is to connect these students, who have already decided to go to school outside Kentucky, with companies or organizations in Central Kentucky... ones with high-level, high-tech and interesting career opportunities that perhaps the students do not know about. They are already leaving Kentucky. The BBG shows them there are reasons for them to come back to Lexington sooner rather than later. Students who are selected receive a \$1,000 scholarship and a 4-6 week internship/mentoring opportunity. Students must apply and meet criteria such as minimum GPA, ACT or SAT scores and go through a face-to-face interview. 2011 marks the fourth year of the BBG.

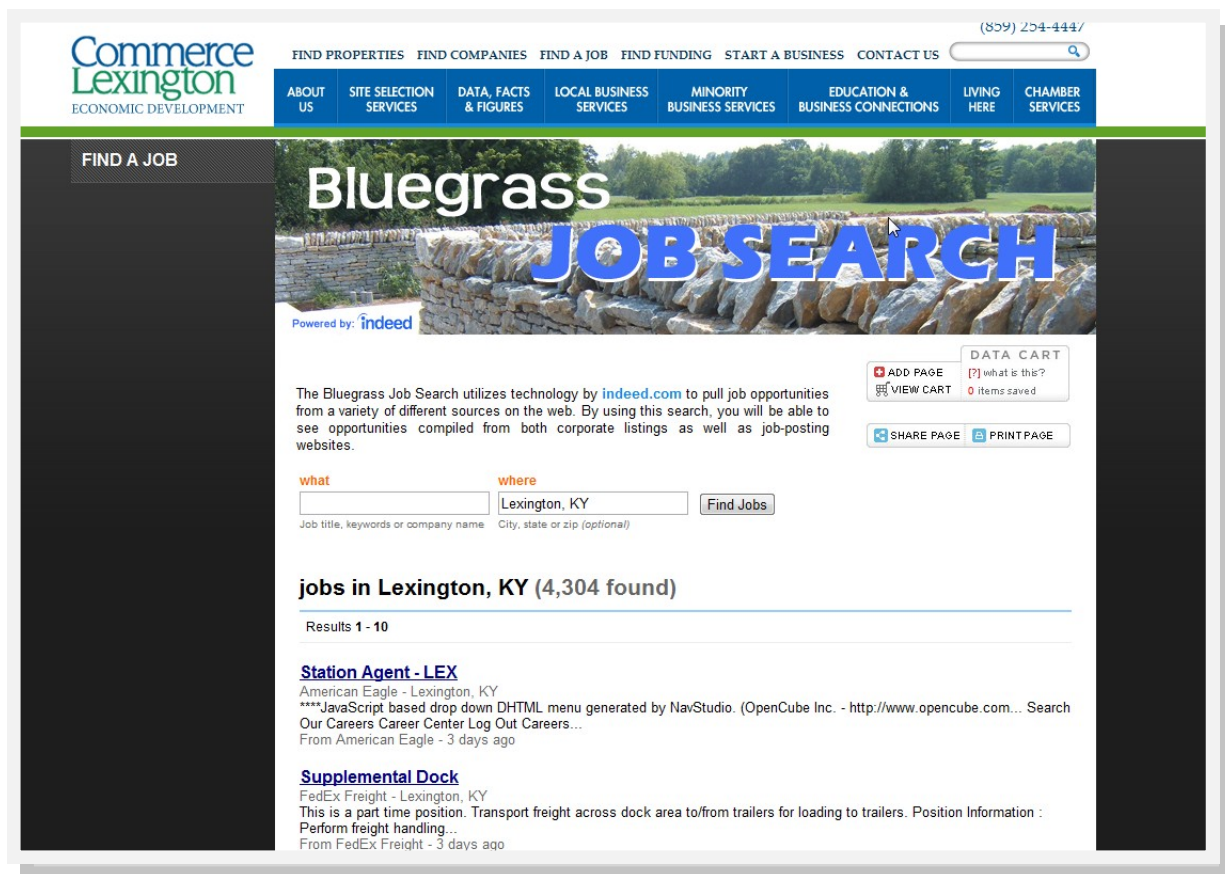


**T**his is the *only summer weeklong program available to up to 30 Fayette County juniors and seniors in which they learn about business and entrepreneurship by meeting successful local entrepreneurs, visiting businesses and working with mentors to devise a business plan.* They also learn about economic development issues and learn about different companies in Lexington that offer interesting, challenging and viable career opportunities. The ELI opens their eyes to what Lexington and its business community have to offer, whether it is support for an entrepreneurial venture or other business/career options. More than 200 students have attended the ELI in the last eight years.



## WWW.BLUEGRASSJOBS.COM

A new job portal that recently became active with the redesign of Commerce Lexington's website. The portal uses filtering and spidering technology to find all the jobs listed on the Internet for the Lexington area. The job listings come from many different websites including major job boards such as Careerbuilder and Monster as well as individual company websites. This makes it easier for the job seeker in that the majority of jobs are listed in one place. The portal is also accessed via <http://www.locateinlexington.com/Find-a-Job.aspx>



The screenshot shows the homepage of the Bluegrass Job Search portal. At the top, there is a navigation menu with links for 'FIND PROPERTIES', 'FIND COMPANIES', 'FIND A JOB', 'FIND FUNDING', 'START A BUSINESS', and 'CONTACT US'. Below this is a secondary menu with categories like 'ABOUT US', 'SITE SELECTION SERVICES', 'DATA, FACTS & FIGURES', 'LOCAL BUSINESS SERVICES', 'MINORITY BUSINESS SERVICES', 'EDUCATION & BUSINESS CONNECTIONS', 'LIVING HERE', and 'CHAMBER SERVICES'. The main content area features a large banner with the text 'Bluegrass JOB SEARCH' over a background image of a stone wall. Below the banner, there is a search form with fields for 'what' (job title, keywords, or company name) and 'where' (Lexington, KY). A 'Find Jobs' button is positioned to the right of the 'where' field. The search results section shows 'jobs in Lexington, KY (4,304 found)' and 'Results 1 - 10'. Two job listings are visible: 'Station Agent - LEX' from American Eagle and 'Supplemental Dock' from FedEx Freight. On the right side of the search results, there are utility buttons for 'ADD PAGE', 'VIEW CART', 'SHARE PAGE', and 'PRINT PAGE', along with a 'DATA CART' section showing '0 items saved'.

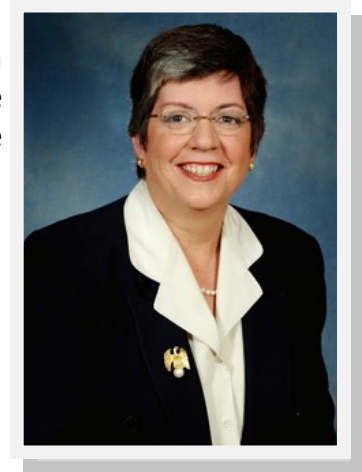


**A**n online portal that connects business and civic volunteers to business/career volunteer opportunities within the Fayette County Public Schools. Business professionals in the community possess valuable skills, experience and expertise that is extremely valuable to today's students. As industries and jobs evolve, it is more important than ever to have real world involvement in the classroom. Through the Business & Education Network (BEN), business professionals can share their valuable knowledge on workplace skills and how students need to be prepared for the region's future workforce. Business participants create an interest/expertise profile. Then, when an opportunity matches their interests, they are notified. Simple, easy, connected!





**W**e along with selected business people met with Homeland Security Secretary, Janet Napolitano. She discussed security and small business issues with the group.



The Lexington- Fayette County Urban League presented a document to business leaders and politicians called the “State of Black Lexington”. The document was a survey of minority and majority attitudes on everything from quality of life to business issues in our area.



At the end of October we participated in the annual Micro-enterprise business summit hosted by the non-profit, Partners for Entrepreneurial Advancement in Kentucky, or (PEAK). Partners for Entrepreneurial Advancement in Kentucky (PEAK) is a statewide, nonprofit 501(c)(3) organization supporting economic development through the growth of microenterprise development agencies and microenterprises, especially those located in rural and economically challenged areas. Tyrone Tyra is a board member of this organization. PEAK’s goal is to promote microenterprise growth and opportunity by increasing these entities’ capacity and access to resources. This goes along with our mission at Commerce Lexington, as many minority businesses qualify as microenterprises. Assisting these businesses will help us identify the businesses that have the best opportunities to grow and create jobs in the future. Over 70 professionals and small business owners attended the conference.

We closed out the month by being a part of a group lead by Mr. Luther Deaton and LFUCG 12th District Councilman Ed Lane that met with eventual state Senator, Rand Paul.

**O**n a professional development level, staff attended the Kentucky Association of Economic Developers in early November, where we attended seminars on tourism, small business, business recruitment, just to name a few.

During the quarter we also sponsored MBE, and WBE certification classes. These classes were put on in various locations around Fayette County by the LFUCG Procurement office. There were 71 business owners that attended these certification classes. Lastly, in December the Bluegrass Airport and EHI, Consultants put on a seminar highlighting their past successes with minority businesses and unveiled the DBE goals for the 2011 schedule in construction and concessions. Community & Minority Business Development staff along with other organizations presented information on our programs, and how to access services.

#### Other Highlights:

- Toyota Opportunity Exchange- Over 1600 participants, that is up from last year.
- Minority Business of the Year- TKT & Associates
- Commission on Small Business Advocacy, Tyrone Tyra-Vice Chair... met at Commerce Lexington in December. The commission members chose the first ever license plate that will celebrate small business ownership in Kentucky. The commission also advocated for The Kentucky Small Business Investment Credit, or( KSBIC). The program is designed to encourage small business growth and job creation by providing a nonrefundable tax credit to eligible businesses hiring one or more eligible individuals and investing at least \$5,000 in qualifying equipment or technology. With certain exceptions, most for-profit businesses with 50 or fewer full-time employees are considered eligible for this program. The KSBIC program is limited to allocating a total of \$3 million in tax credits per state fiscal year.
- Tri-State Minority Supplier Development Council had its annual AGAVE' Awards event in December. Toyota Motor Engineering & Manufacturing North America, Inc. was the Corporation of the Year. The winner in the less than 1000 employee category was Messer Construction. In the 1000-5000 employee category LG&E and KU Services was the winner. These corporations are all great Commerce Lexington, Inc. partners.
- New Mayor Jim Gray named Tyrone Tyra to one of his Transition Team Committees. The group will offer improvements in the areas of Traffic, Neighborhoods, Diversity/Inclusion, Bluegrass Preservation, and the Environment.
- We should also note that the ACCESS Loan Program has over \$1.3 million dollars in loans pending. This should set us up for a very productive first quarter of 2011.

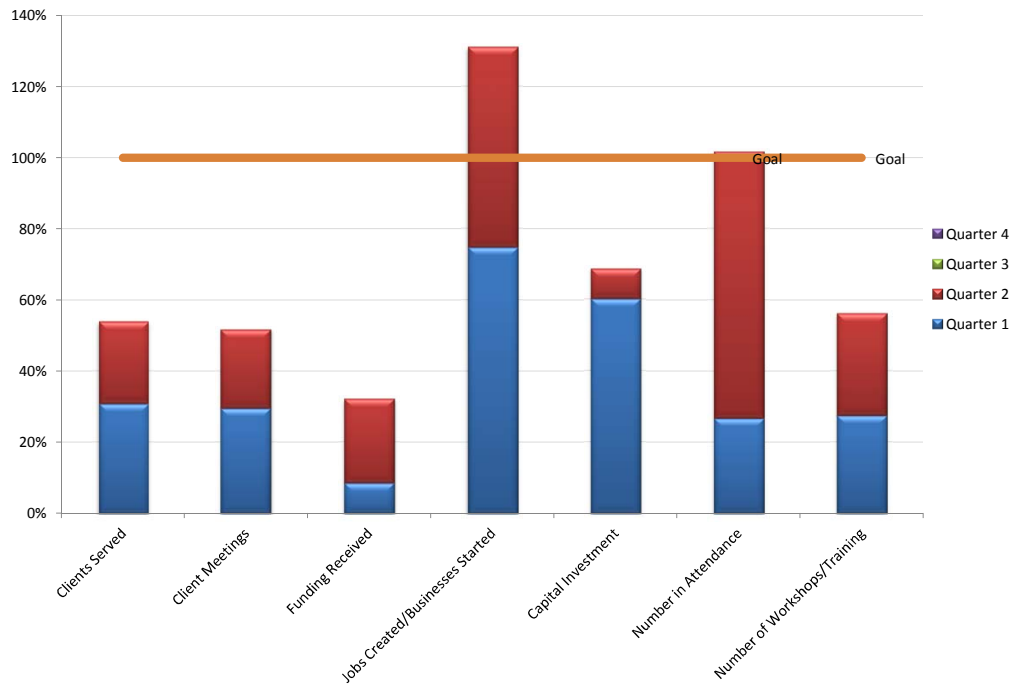


# Bluegrass Business Development Partnership



Fiscal Year 2010-2011

2010-2011							
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
<b>Bluegrass Business Development Partnership</b>							
Clients Served	1,070	54%	329	247	0	0	576
Client Meetings	285	52%	84	63	0	0	147
Funding Received	\$ 28,400,000	32%	\$ 2,424,190	\$ 6,694,233	\$ -	\$ -	9,118,423
Jobs Created/Businesses Started	722	131%	540	406	0	0	946
Capital Investment	\$ 50,000,000	69%	\$ 30,043,740	\$ 4,214,000	\$ -	\$ -	\$ 34,257,740
<b>Workshops/Training</b>							
<i>Number in Attendance</i>	3,807	102%	1,018	2,851	-	-	3,869
<i>Number of Workshops/Training</i>	91	56%	25	26	0	0	51



# Bluegrass Business Development Partnership

	2010-2011		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
<b>Economic Development</b>							
Clients Served	280	41%	58	58			116
Client Meetings	285		84	63			147
Funding Received	\$ 5,500,000	94%	\$1,860,000	\$3,300,000			5,160,000
Jobs Created/Businesses Started	650	144%	534	403			937
Capital Investment	\$ 50,000,000	69%	\$30,043,740	\$4,214,000			34,257,740
Workshops/Training							0
<i>Number in Attendance</i>	1,050	65%	225	461			686
<i>Number of Workshops/Training</i>	14	93%	4	9			13
<b>Workforce Development</b>							
Clients Served	225	57%	114	15			129
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
<b>Minority Business Development</b>							
Clients Served	145	42%	31	30			61
Funding Received	\$ 400,000	98%	40,000	350,000			390,000
Jobs Created/Businesses Started	10	40%	4				4
Capital Investment	\$ -						0
Procurement	\$ 1,000,000	30%	71,350	224,000			295,350
Workshops/Training							0
<i>Number in Attendance</i>	1,607	175%	563	2,257			2,820
<i>Number of Workshops/Training</i>	20	55%	5	6			11
<b>Innovation and Commercialization</b>							
Clients Served	120	78%	62	32			94
Funding Received	\$ 20,000,000						0
Jobs Created/Businesses Started	50						0
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	850	97%	310	517			827
<i>Number of Workshops/Training</i>	12	142%	6	11			17
<b>Small Business Development Center</b>							
Clients Served	300	61%	72	112			184
Funding Received	\$ 2,500,000	143%	524,190	3,044,233			3,568,423
Jobs Created/Businesses Started	12	42%	2	3			5
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	300	74%	145	77			222
<i>Number of Workshops/Training</i>	45	47%	12	9			21
<b>Duplicates (Office Use Only)</b>							
Clients Served			16				
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>			450	922			
<i>Number of Workshops/Training</i>			4	18			

**Economic Development**  
Fiscal Year 2010-2011

	2010-2011 Goal	Quarter 2	YTD				
<b>Clients Served</b>	280	58	116				
Prospects	110	22	46	Commerce Lexington's economic development team actively recruits companies (manufacturing, distribution, headquarters, call centers) to expand or relocate to the Bluegrass region. Recruitment is achieved through many marketing initiatives such as advertising, direct mail pieces, tradeshows, site selection and corporate real estate consultant visits.			
Existing Business Visits	150	36	68	Commerce Lexington visits 150 export based existing companies every year. During the visits, the team identifies and addresses barriers to growth of existing firms, as well as work to retain the at risk companies. We also provide access to capital, opportunities and networks for businesses.			
Number of Start-Up/Entrepreneurial High Tech Companies	20	0	2	Commerce Lexington continues to work hand-in-hand with UK's Innovation and Commercialization Center and the Small Business Development Center on high-tech entrepreneurial projects. With these relationships, Commerce Lexington can provide access to information and funding for start-up companies. The partnership is also developing a resource website for entrepreneurs. To further support entrepreneurial companies, Commerce Lexington sponsors the SBIR/STTR conferences, as well as the Lexington Venture Club.			
<b>Client Meetings</b>	285	63	147				
Client Meetings	285	63	142	Total number of meetings with all clients.			
Site Visits		7	12				
<b>Funding Received</b>	\$5,500,000	\$3,300,000	\$5,160,000				
	\$5,500,000	\$3,300,000	\$5,160,000	Commerce Lexington works with the Kentucky Cabinet for Economic Development (KCED) in administering tax incentive programs, which are based on job creation and capital investment, to help companies offset their start-up costs. Commerce Lexington also helps coordinate with the KCED training program, such as grant-in-aid, and direct loan programs, which offer companies low interest rates.			
<b>Jobs Created/ Businesses Started</b>	650	403	937				
Jobs Created	650	403	937	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.			
<b>Capital Investment</b>	\$50,000,000	\$4,214,000	\$34,257,740				
Capital Investment	\$50,000,000	\$4,214,000	\$34,257,740	Expenditure in real estate, building renovations, equipment			
<b>Workshops/Training</b>	Number in Attendance 1050	Number of Events 14	Number in Attendance 461	Number of Events 9	Number in Attendance 686	Number of Events 13	
Lexington Venture Club 5Across	400	6	144	3	289	5	<p>Founded in 2002, The Lexington Venture Club is a partnership between Commerce Lexington and UK's Von Allmen Center for Entrepreneurship. The Lexington Venture Club is a catalyst by which entrepreneurs, service providers, and investors work together to develop a strong economy in Central Kentucky. At the beginning of each year, we have our annual "Who Got the Money" reception which recognizes early stage and growing companies in Central Kentucky that have received funding through venture capital, angel investors, friends and family, and state and federal sources.</p> <p>The Lexington Venture Club and Awesome Inc. are proud to announce 5 Across, an informal gathering of entrepreneurs, investors, and service providers from Lexington, KY. Each Five Across meeting will feature presentations from local entrepreneurs who will be pitching their idea to a panel of Judges. 5 Pitches from different teams 5 Slides per pitch 5 Minutes per pitch 5 PM start time \$500 prize to the winning pitch</p> <p>in2Lex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.</p>
Activities	600	6	212	5	292	7	<p>Start Up Advantage Geeks Night Out Mobile Conference Start Up Weekend</p> <p>See ICC tab.</p>
Bench 2 Business (B2B)			105	1	105	1	See ICC tab.
Manufacturer's Network Group	50	2			0	0	The Manufacturers Networking Group is comprised of local manufacturing companies who come together to discuss issue they face every day in the workplace. The group meets five to six times each year -- four of the meetings are held at various manufacturing plants and the other two meetings are the annual spring and fall receptions. The group expressed interested in forming a training consortium and a board of directors was formed to evaluate the formation of the consortium.

# Business & Education Network

Fiscal Year 2010-2011

	2010-2011 Goal	Quarter 2	YTD	
<b>Clients Served</b>	225	15	129	
Entrepreneur Leadership Institute Participation	50		0	<p>Number of applications, students and business/organizations</p> <p>Up to 30 Fayette County juniors and seniors learn about business and entrepreneurship by meeting successful local entrepreneurs and leading business people who will share leadership ideas and discuss what it takes to succeed. Students visit businesses to see first hand how things work, learn business planning basics, develop a business plan with a team. 125 applications received. Planning will begin early 2011 for the mid June ELL.</p>
Lexmark Teacher Institute Educator Participation	75		83	<p>Number of applications, teachers, and business/organizations</p> <p>Weeklong summer institute in which teachers and community business partners collaborate to better understand how business use what schools are teaching, gain real-world examples to enliven delivery, and create opportunities for students beyond the school walls. Working with UK College of Education this fall to survey participants from the last three years to obtain feedback on how the LTI impacted them and their teaching. A benchmark report is due at the end of January 2011.</p> <p>67 applications received. 48 teachers participated. Held July 26-30, 2010. 35-40 business/higher education participants</p>
Business & Education Network	75	15	30	<p>BEN will serve as a "portal" or system to match education needs with business people, community organizations, professional associations and others who want to volunteer their time and expertise in a variety of ways. Working with FCPS to revamp marketing the BEN site to teachers.</p> <p>number of students and companies participating. Initiative aimed at high-performing students in Fayette County Public Schools (FCPS) who are going to college outside of Kentucky. Provide graduating students and returning participants from 2008 with a high level internship opportunity/scholarship. Goal is to show these students a variety of companies and high-level high-tech career opportunities in Central KY. In process of identifying and meeting with companies that may be good opportunities for internships. Previous BBG participants have been notified that they are eligible to return for another summer. Responses are due by January 21, 2011. Applications for new participants will be sent out in February.</p>
"Best In the Bluegrass"	25		16	<p>8 students, 8 companies.</p>

**Virtual College Career Fair** - Beginning discussion on a possibility of organizing a virtual career fair for regional higher education institutions.

## Minority Business Development

Fiscal Year 2010-2011

	2010-2011 Goal	Quarter 2	YTD				
<b>Clients Served</b>	145	30	61				
Minority	100	16	34	<p>A minority business as defined by Commerce Lexington is a business that is 51% owned, operated and controlled by a person who is a member of the following racial and ethnic groups:</p> <p><b>African American:</b> An individual of Black race or African origin or parentage;  <b>Hispanic American:</b> An individual of Latin American culture, origin or parentage; and  <b>Asian American:</b> An individual of Japanese, Korean, Chinese, Indonesian, Indochinan, Malaysian, Filipino, native Hawaiian, or Pacific Islanders culture, origin or parentage.</p>			
Female	45	14	27				
<b>Funding Received</b>	\$400,000	\$350,000	\$390,000				
ACCE\$\$ Loan Program	\$400,000	\$350,000	\$390,000	<p>The ACCE\$\$ Loan Program's mission is to provide easier access to the financing and helpful business advice that you need to start or grow your business. This program is committed to fostering economic growth and enhancing business opportunities for minorities, women, and emerging small businesses.</p>			
<b>Jobs Created/ Businesses Created</b>	10	0	4				
	10		4				
<b>Capital Investment</b>	\$0	\$0	\$0				
			\$0				
<b>Procurement</b>	\$1,000,000	\$224,000	\$295,350	<p>Procure in past two years has been \$7,000,000 and \$3,000,000 respectively. 2007/08 targeted goal is \$4,000,000</p>			
<b>Workshops/Training</b>	Number in Attendance: 1607 Number of Events: 20	Number in Attendance: 2,257 Number of Events: 6	Number in Attendance: 2,820 Number of Events: 11				
Toyota Opportunity Exchange	400	1	1,600	1	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities		
Opportunity Exchange	75	2	31	1	Local Bi-Yearly event that connect MBE's to opportunities with large companies		
TSMSSDC/CLX Seminar	15	9	7	1	46	2	Information/Training sessions on benefits of Certification for MBE's
LFUCG Minority Business EXPO	400	1			480	1	Yearly event.
TSMSSDC Awards Celebration	450	1	500	1	500	1	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
Community Ventures Corp - Entrepreneurial Training	17	2			17	2	Part of regional Minority Business outreach
Partners for Entrepreneurial Advancement in KY	100	1	77	1	77	1	
Business Credit Seminars	10	1			27	1	Commerce Lexington will bring in noted speaker
TSMSSDC Business Opportunity Fair	100	1			0	0	Large event that features a matchmaking session for minority businesses and the companies they want to do business with
Bluegrass Airport DBE Seminar	40	1	42	1	42	1	Partnership with Airport.

## Innovation and Commercialization

Fiscal Year 2010-2011

	2010-2011 Goal		Quarter 2		YTD		
<b>Clients Served</b>	120		32		94		
New Clients	20		6		14		The Lexington ICC is part of a state-wide program funded by DCI. The objective of the program is to create more technology-based businesses and jobs in the state. The Lexington ICC serves UK, Lexington, and the surrounding counties.
Existing Client Meetings	100		26		80		
<b>Funding Received</b>	\$20,000,000		\$0		\$0		
Federal Funds					\$0		Funding received by regional companies from federal agencies.
KY State Funding Programs					\$0		Funding received by regional companies from a variety of state programs targeted at technology-based companies; SBIR/STTR match program, KY enterprise funds, forgivable loan program, ...
Friends/Family/Founders					\$0		Funding for startup companies provided by the founders
Angel Investors					\$0		Funding received from private investors; e.g., the Bluegrass Angels
Venture Capital					\$0		Funding received from venture capital firms; e.g., Chrysalis Ventures, KY Highlands, River Cities Capital, Adena Ventures
Strategic Partners					\$0		
Other					\$0		
<b>Jobs Created</b>	50		0		0		
New Technology Based Start Up Companies					0		Objective is to help create higher paying jobs with average salaries exceeding \$60,000.
Existing Technology Based Job Growth					0		
<b>Capital Investment</b>	\$0		\$0		\$0		
Capital Investment					\$0		
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
<b>Workshops/Training</b>	850	12	517	11	827	17	
Lexington Venture Club 5Across			49	1	194	3	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B			105	1	105	1	Bench to Business UK Networking Event
Bluegrass Angels			126	2	211	4	The Bluegrass Angels are the first organized angel group in KY. Their mission is to provide early-stage capital and mentoring to new scalable businesses in the region.
Activities	600	6	167	4	247	6	in2Lex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. See ED Tab.
Workshops	250	6	70	3	70	3	Workshops set up in conjunction with funding sources as a tutorial and questions answered sessions.



## Small Business Development Center

Fiscal Year 2010-2011

	2010-2011 Goal	Quarter 2	YTD	
<b>Clients Served</b>	300	112	184	
Clients that had counseling services with the SBDC.	300	112	184	A client is the business, if it exists. In the case of a prospective business, the client is the individual (i.e., nascent entrepreneur) receiving SBDC services. Counseling is defined as services provided to an individual and/or business, i.e. client (see above) that is substantive in nature and is in the area of business formation, management, financing, and/or operation of a small business enterprise.
<b>Funding Received</b>	\$2,500,000	\$3,044,233	\$3,568,423	
Dollar amount and number of loans received or equity financing received	\$2,500,000	\$3,044,233	\$3,568,423	
<b>Jobs Created/ Businesses Created</b>	12	3	5	
Jobs created from counseling clients that started business	12	3	5	Businesses that are started as a result of SBDC counseling/consulting.
<b>Capital Investment</b>	\$0	\$0	\$0	
			\$0	
<b>Workshops/Training</b>	Number in Attendance: 300 Number of Events: 45	Number in Attendance: 77 Number of Events: 9	Number in Attendance: 222 Number of Events: 21	
Customers that attended training conferences at the SBDC	300 45	77 9	222 21	Training is defined as an activity or event in which the SBDC plays a substantial role in delivering a structured program of knowledge, information or experience on a business-related subject. There must be one or more attendees.