

# Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | AUGUST 2023 | VOLUME XXXI, ISSUE VIII

## 2023 salute to small business

presented by



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**NOTE:** Members of the Executive Board also serve on the Full Board of Directors.



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#### Personnel Updates:

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

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# ECONOMIC DEVELOPMENT

Submitted by Gina Greathouse, Niki Goldey, Cheryl Klever, Falon McFarland & Katie Vandegriff



Local and state officials gathered on June 28th to mark the grand opening of Kinetic by Windstream's regional headquarters in Coldstream Research Campus.

## Kinetic by Windstream Holds Grand Opening for Regional Headquarters

Just over a year ago, a large crowd gathered to break ground on the Regional Headquarters for Kinetic by Windstream at Coldstream Research Campus. Kinetic by Windstream is the largest 8-gigabit internet provider in the United States, offering premium broadband, entertainment, and security services through an enhanced fiber network. On June 28th, a grand opening and ribbon cutting were held for the new 30,000 square foot building that will support Windstream's operations across the company's 18-state footprint primarily serving customers and businesses in rural areas. Bob Quick served as emcee for the event, and the crowd heard from both Governor Andy Beshear and Mayor Linda Gorton on the importance of this investment in the Commonwealth. We celebrate Windstream's longstanding commitment to the Bluegrass and are excited for the opportunities their presence in our community will provide for decades to come.

## Community & MBD Team Participates in Recent WesBanco DEI Presentation

WesBanco Market President-Central Kentucky and DEI Council Chairperson, Abdul Muhammad invited Commerce Lexington's Community and Minority Business Development (CMBD) to join him in presenting on Diversity Equity & Inclusion to over 100 commercial lenders and market presidents in Wheeling, West Virginia. Falon McFarland, Administrative Project Coordinator for Commerce Lexington, virtually presented on the importance of partnerships, and how they are utilized to effectively meet the vision and goals of an organization. Commerce Lexington believes intentional partnerships help minority-owned businesses navigate the processes and nuances of small business ownership, define barriers to entry, and break those barriers down. CMBD's partnerships span major employers, faith leaders, bank lenders, and minority-focused networking organizations. The CMBD team looks forward to a continued partnership with WesBanco.

## Lexington-Fayette Urban Co. Government Economic Partnership Services

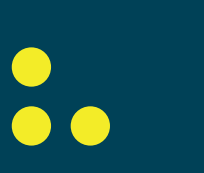
In 2022, Commerce Lexington's Economic Development division responded to a Request for Proposal and applied for grant funding to support our efforts in the following areas: new business development/job creation, existing business retention and expansion, minority business development, maintain a property register database, and facilitate CEO executive roundtable events.

In June, our team presented a year-end summary report that outlined the success of our program efforts to LFUCG's Economic Development Investment Board (EDIB). The EDIB voted to extend grant funding for an additional year, Fiscal Year 23, to continue supporting our economic development initiatives. On behalf of Commerce Lexington, thank you LFUCG for trusting in our services and your dedication to the business community.

## Fostering Lexington's Entrepreneurial Community

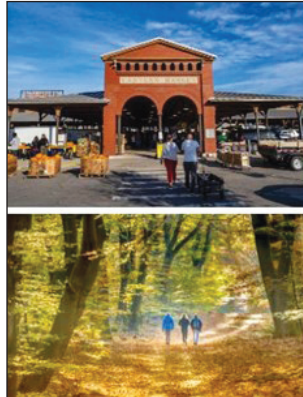
As the Innovation Hub for Central Kentucky, Awesome Inc. aims to build a vibrant, regional innovation cluster and support entrepreneurs working on high-tech, high-growth-potential startups. Five times throughout the year, five teams are invited to present three-minute pitches to a group of volunteer judges and a full audience at Awesome Inc.'s popular 5 Across event. The winning team from each competition goes on to the grand finale hosted in December. Congratulations to Co-Founder and CEO Waleed Bahouth (**pictured below**) with Kyndly Benefits for winning the June competition!





## C2ER Conference and LMI Institute Annual Forum

The Council for Community and Economic Research (C2ER) held the 63rd Annual Conference & LMI Institute Annual Forum in June at the Detroit Marriott Renaissance Center, home to the global headquarters of General Motors. The conference brings together experts, researchers, policymakers, and practitioners from across North America to exchange ideas, and discuss emerging trends and challenges in economic development. Katie Vandegrift attended the event, participating in a diverse range of sessions, workshops, and panel discussions, covering topics such as data analysis, workforce development, regional planning, and innovation in economic research. C2ER is a membership organization that promotes excellence in community and economic research.



*"Detroit has experienced remarkable success in economic development in recent years. The city has its revitalized downtown area, attracted of major investments, and diversified its economy."*

## CPAL Hosts Governor Andy Beshear

The Commercial Property Association of Lexington is organized for the promotion and improvement of business conditions for commercial property development, financing, ownership, leasing, and management of properties located in Kentucky. Each month CPAL organizes networking lunches featuring various guest speakers throughout the year. Niki Goldey and Harrison Bratton attended the June luncheon to hear Governor Beshear's discussion on economic development in the Greater Bluegrass Region and around the state. Since the beginning of his administration, Governor Beshear has announced more than 860 private-sector new-location and expansion projects totaling \$26.8 billion in announced investments.



## ECONOMIC DEVELOPMENT BY THE NUMBERS:

For 2023 year-to-date, Commerce Lexington's Economic Development Division has responded to calls from:

- New Business: 35** prospects interested in finding a new location or expanding in the Lexington area.
- Client Visits to the Lex. Area: 12**
- Existing Business Visits: 45**
- Existing Business Attempts: 74**
- Total Active Projects: 34**

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Christine Van Tatenhove  
Owner

"We were transitioning two offices and knew of Junkluggers' mission to place items with people who need them. They were incredibly good to work with from start to finish. Working with Junkluggers was an obvious choice."  
*Steve Grossman, Baird Private Wealth Management*



"Everyone was so great to work with. I called in a panic and they made everything so simple! I had a last-minute display removal that I couldn't have done without them. I will definitely be using them again."  
*Maggie Welborn, Mohawk Flooring*



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# EVENTS

## Make New Connections at Opportunity Exchange on September 14 Join Us to Celebrate the 10th Anniversary of the Minority Business Accelerator

### PRESENTED BY



### GOLD SPONSORS:

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### SILVER SPONSOR:

McBrayer PLLC

Commerce Lexington's next **Opportunity Exchange** event presented by **Equity Solutions Group** on **Thursday, September 14**, from 5:00 - 7:30 p.m. at the Lyric Theatre & Cultural Arts Center (300 E. Third Street) will feature great networking, exchange of ideas, and interaction for minority-owned and small businesses in the Lexington region. The event connects minority business owners with procurement representatives from some of the largest companies in the region. This year, we will also celebrate the tenth anniversary of the Minority Business Accelerator.

The Minority Business Development program works to promote and sustain the economic growth, development and self-sufficiency of ethnic minority business owners and entrepreneurs; recruits minority-owned businesses into the Lexington MSA and Commerce Lexington; and provides business referral services to the appropriate minority business assistance agencies.

The Community and Minority Business Development Program began in 1995, and over the years has expanded to include a financing program for small and minority-owned businesses, procurement initiatives and events, a Minority Business Resource Guide, and a Minority Business Accelerator.

### TO REGISTER:

The cost to attend is \$5 for Commerce Lexington Inc. members, and \$10 for potential members. Please RSVP to Falon McFarland at [fmcfarland@commercelexington.com](mailto:fmcfarland@commercelexington.com).

### OPP. EXCHANGE:

**WHEN:** Thursday, Sept. 14th

**TIME:** 5:00 - 7:30 p.m.

**WHERE:** Lyric Theatre  
(300 E. Third St.)

**RSVP:** To register, e-mail to [fmcfarland@commercelexington.com](mailto:fmcfarland@commercelexington.com)



Ray Daniels (Equity Solutions Group) made remarks at Spring Opportunity Exchange event.

### MINORITY BUSINESS DEVELOPMENT PROGRAM SPONSORS:

**GOLD SPONSORS:** Blue Grass Airport | Community Trust Bank | Forcht Bank | Lexington-Fayette Urban County Government | PNC Bank | Toyota Kentucky | University of Kentucky

**SILVER SPONSORS:** Central Bank & Trust Co. | Fifth Third Bank | WesBanco Bank

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# JOIN THE GOODGIVING CHALLENGE!

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Nonprofit organizations in Central and Appalachia Kentucky are invited to join our region's biggest online fundraising event: the GoodGiving Challenge!

**Thanks to our generous donors and sponsors, the GoodGiving Challenge has raised \$20 million for our hard-working nonprofits since its inception in 2011!**

Registration is open through September 1 for the 2023 GoodGiving Challenge.

Sign up online at [BGgives.org](https://BGgives.org).

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**COMMUNITY**  
**FOUNDATION**  
WE'RE IN IT FOR GOOD.



# EVENTS

## Policy Luncheon Features Gubernatorial Candidate Daniel Cameron

PRESENTED BY



As the campaign trail heats up in advance of the fall's election for Kentucky governor, Commerce Lexington is pleased to announce the next **Public Policy Luncheon presented by Kentucky American Water** on **Wednesday, August 23**, from noon to 1:30 p.m. at The Campbell House Lexington (1375 S. Broadway) will feature Republican

Gubernatorial Candidate and current Attorney General Daniel Cameron.

Mr. Cameron is the 51st Attorney General for the Commonwealth of Kentucky. He is the first African American independently elected to statewide office in Kentucky's history and the first Republican elected to the Attorney General's office since 1948. Prior to his election as Attorney General, Cameron practiced law in Frost Brown Todd's Louisville office.



ATTORNEY GENERAL DANIEL CAMERON



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### TO REGISTER:

The cost to attend this event is \$59 per person for Commerce Lexington members, \$69 for non-members, and will include lunch and networking. Register on-line today at [commercelexington.com](http://commercelexington.com).

**NOTE:** Commerce Lexington is working to schedule Democrat Candidate, Gov. Andy Beshear, for an upcoming Policy Luncheon.

### PLATINUM SPONSORS



### GOLD SPONSORS:

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WUKY 91.3FM

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## Lexmark International Hosts Business Link on September 19th



Lexmark's Customer Engagement Center

Commerce Lexington's Business Link after hours events are all about networking and building your client base, and what better way to do that than inside Lexmark International's innovative Customer Engagement Center (CEC). Bring plenty of business cards, and be ready to network your way to success at Business Link on **Tuesday, September 19**, from 4:00 - 6:00 p.m. at Lexmark (740 W. New Circle Road). Lexmark's Customer Engagement Center offers an interactive experience for customers and helps them find solutions to their office's business challenges.

### TO REGISTER:

The cost to attend is \$5 for Commerce Lexington members, \$10 for non-members (payable at the door). You can also pre-register on-line at [commercelexington.com](http://commercelexington.com). **NOTE: NO REFUNDS WILL BE GIVEN FOR ONLINE REGISTRATIONS.**

### RESERVE EXHIBIT SPACE:

Limited exhibit space will be available for Commerce Lexington members to showcase their products and services at this event. The cost is \$149 for members or \$99 for nonprofits. Visit [commercelexington.com](http://commercelexington.com) to reserve your space.

SPONSORED BY



Lexmark™

### BUSINESS LINK:

**WHEN:** Tuesday, September 19  
**TIME:** 4:00 - 6:00 p.m.

**WHERE:** Lexmark's Customer Engagement Center (740 W. New Circle Road)

**REGISTER:** Register on-line at [commercelexington.com](http://commercelexington.com)

**RESERVE EXHIBIT SPACE:**

Reserve your exhibit space at [commercelexington.com](http://commercelexington.com)

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# SALUTE TO SMALL BUSINESS



Photo from 2022 Salute to Small Business Awards Luncheon by Mahan Multimedia.

## 2023 Salute to Small Business Awards Luncheon is August 18th

PRESENTED BY



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Commerce Lexington Inc. began honoring the contributions that small businesses have on our economy in 1986, and since that very first Salute to Small Business event, the impact of small businesses on the global economy has become greater than ever before. The annual **Salute to Small Business Awards presented by Forcht Bank** recognizes the area's best small businesses and one exceptional nonprofit organization.

The week-long celebration (August 14-18) will include plenty of opportunities to get to know this year's Category Award winners, including Facebook Live segments and video vignettes with each

award winner, as well as an @330 Series event (see page 12). It all culminates with the **Salute to Small Business Awards Luncheon on Friday, August 18**, from noon to 1:30 p.m. at Central Bank Center in downtown Lexington, during which we'll announce a new Small Business of the Year.

**REGISTER ON-LINE:**

The cost to attend the awards luncheon on Friday, August 18th is \$59 for Commerce Lexington members, \$69 for potential members. Register on-line at [commercelexington.com](http://commercelexington.com).

See the 2023 Category Award Winners on the Next Page →

## Past Salute to Small Business Award Winners

### SMALL BUSINESS OF THE YEAR AWARD:

2022 - Highbridge Springs Water  
2021 - Crank & Boom Craft Ice Cream  
2020 - Churchill McGee  
2019 - Hallway Feeds  
2018 - BACK Construction  
2017 - Omni Architects  
2016 - A Cup of Common Wealth  
2015 - Integrated Engineering, PLLC  
2014 - LM Communications  
2013 - Bates Security, LLC  
2012 - Lynn Imaging  
2011 - Creative Lodging Solutions  
2010 - DMD Data Systems

### MINORITY BUSINESS AWARD:

2022 - VOLO Careers International  
2021 - Guide Realty  
2020 - Elaine Allen, LLC  
2019 - Synergy Coach  
2018 - Posh Salon & Spa  
2017 - Synergy Coach  
2016 - A Cup of Common Wealth  
2015 - Integrated Engineering, PLLC  
2014 - TravelHost of the Bluegrass  
2013 - Comfort Keepers

2012 - Holiday Inn Express Hotel & Suites, N.E.  
2011 - Bluegrass Veterinary Specialists  
2010 - TKT & Associates, Inc.

### BUSINESS SUCCESS AWARD:

2022 - Highbridge Springs Water  
2021 - Crank & Boom Craft Ice Cream  
2020 - Churchill McGee  
2019 - Hallway Feeds  
2018 - BACK Construction  
2017 - GreenBox  
2016 - MCF Advisors, LLC  
2015 - Holiday Inn Express Hotel & Suites  
2014 - LM Communications  
2013 - Bates Security, LLC  
2012 - Holifield Photography  
2011 - Creative Lodging Solutions  
2010 - DMD Data Systems

### ENTREPRENEUR AWARD:

2022 - Astral  
2021 - Peer House, LLC  
2020 - AU Associates, Inc.  
2017 - Impressions Marketing & Events  
2016 - LexEffect Events + Management  
2015 - Crank & Boom Ice Cream  
2012 - J&H Lanmark  
2011 - Benezet and Associates  
2010 - APAX Software

### NONPROFIT AWARD:

2022 - GreenHouse17  
2021 - Lexington Rescue Mission  
2020 - CASA of Lexington  
2019 - Chrysalis House, Inc.  
2018 - Kentucky Refugee Ministries  
2017 - Children's Advocacy Center of the Bluegrass  
2016 - Living Arts & Science Center  
2015 - Downtown Lexington Corporation  
2014 - Radio Eye, Inc.  
2013 - Central Kentucky Riding for Hope  
2012 - OWL, Inc.  
2011 - Blue Grass Community Foundation  
2010 - Lexington-Fayette Urban County Housing Authority

**NOTE:** For small business award winners dating back to 1986, visit [commercelexington.com/past-award-winners.html](http://commercelexington.com/past-award-winners.html).



## 2023 Salute to Small Business Category Award Winners Announced

### MINORITY BUSINESS AWARD

**You've Got Curls & Hair Loss Center**  
**121 Malabu Dr., Suite 4, Lexington, KY 40503**  
**859-552-9201**

[www.gotcurls.com](http://www.gotcurls.com)

In 2012, Melanie Day established You've Got Curls and Hair Loss Center



with a mission to provide personalized hair care solutions tailored to the unique needs of individuals with curls and hair loss. As an industry leader, the business specializes in serving a diverse clientele, offering personalized hair care regimens and cutting-edge treatments to enhance and restore the natural beauty of your hair. According to Day, You've Got Curls and Hair Loss Center is not just a business - it's a platform for personal growth, self-expression, and embracing the beauty of diversity. Day and her team have collaborated with institutions like Eastern Kentucky University and the University of Kentucky to deliver specialized hair care educational programs. Earlier this year, the business was instrumental in assisting UK in organizing its first-ever Natural Hair Care Expo. Recognizing the need for affordable and convenient access to beauty products, You've Got Curls and Hair Loss Center introduced beauty product vending machines on college campuses through partnerships with Berea College and Transylvania University. Over the years, the business has experienced remarkable growth, fostered a culture of excellence and innovation, and leveraged a variety of opportunities to expand.

### NONPROFIT COMMUNITY IMPACT AWARD

**Children's Advocacy Center of the Bluegrass**  
**162 N. Ashland Avenue**  
**Lexington, KY 40502**  
**859-225-5437**



[www.kykids.org](http://www.kykids.org)

Opening its doors in 1994, the Children's Advocacy Center of the Bluegrass (CACBG) strives to reduce the trauma experienced by child survivors of sexual abuse through the coordination of services related to the investigation and treatment of child sexual abuse cases in Central Kentucky. Each year, over 1,000 children come to the Center for forensic interviews, medical examinations, counseling, and support. All services are provided at no cost to a child's family. Interviews are conducted in a safe, child-friendly environment. The Center's medical clinic is staffed by a physician and nurse who are specially trained to treat child victims. A full-time licensed therapist is available, providing assessments, crisis counseling, individual and group therapy. Additionally, its advocacy program provides caregivers with counseling, resource referrals, and supportive listening. Beginning with just one employee when it began, the Center now consists of a 20-member staff that provides children hope for a future free from abuse through its healing services. As the only agency of its kind in Central Kentucky, the CACBG listens to those with the smallest voice and champions the rights, well-being, and healing of innocent victims who have experienced unfathomable trauma.

### ENTREPRENEUR AWARD

**Lexington Event Company**  
**P.O. Box 21773**  
**Lexington, KY 40522**  
**859-230-5365**

[www.lexingtoneventco.com](http://www.lexingtoneventco.com)

Lexington Event Company is an event planning, consulting and management firm based in Kentucky but serving clients across the U.S. The team works with clients to plan, promote, and produce events of all types, size, and scale - with a special attention and commitment to pull in as many local businesses as possible. Owner Kaelyn Query's passion for event planning and management was sparked in high school through an internship program, and her career in event planning started shortly after that. Not only has she built a successful company, but Kaelyn also takes time to help others learn and grow by public speaking, guest lecturing, and teaching classes at the University of Kentucky and Transylvania University. Lexington Event Company also provides services to nonprofit organizations at reduced rates to help them grow their events and generate more revenue. The COVID-19 pandemic hit the hospitality and event planning industries very hard, and Kaelyn took the opportunity to provide resources and information, bring people from her industry together to talk through issues, and hone the company's processes and procedures to create more efficiency, leading to increased sales, an improved close rate, and better engagement with clients.



### BUSINESS SUCCESS AWARD

**46Solutions**  
**657 Blue Sky Parkway**  
**Lexington, KY 40509**  
**859-788-4600**



[www.46Solutions.com](http://www.46Solutions.com)

**46Solutions**

46Solutions is an employee-owned technology company with three primary services: managed I.T. services, cybersecurity, and audio/video integration. It was established in 2019 with nine employees by its parent company, the Davis H. Elliot Company, and began offering I.T. services and cybersecurity protection to central Kentucky businesses. Its residential solutions help homeowners by designing and installing high-quality audio and video systems, creating immersive entertainment experiences, enhancing home security, and providing expert technical support and maintenance. Commercial services include managed I.T. services, cybersecurity, phone systems, cloud communication, and network consulting. Today, 46Solutions employs 33 full-time employees with over 350 years of combined technology experience. In the four years since it was established, the business was forced to alter its business plan due to the COVID-19 pandemic, became profitable with 300% employee growth, captured significant market share from its competitors, opened a state-of-the-art audio-visual showroom in Lexington Green, and was recognized as Best Home Entertainment company in WTVQ's Viewers' Choice Awards.



# EVENTS

## @330 Features 2023 Salute to Small Business Category Winners

### PRESENTED BY



A great way to find success in business is to learn how other successful small businesses faced challenges and adversity, what solutions worked or didn't work, or how they decided when the right time was to expand. During the next Commerce Lexington **@330 Series presented and hosted by 46Solutions** on **Wednesday, August 16**, from 3:30 - 5:00 p.m. at the 46Solutions' showroom (161 Lexington Green Circle, Suite 140), participants will be able to learn from the best businesses and one outstanding nonprofit organization within our area when we feature a panel of representatives from our 2023 Salute to Small Business Category Award winners, including:

**MINORITY BUSINESS AWARD WINNER:**  
You've Got Curls & Hair Loss Center

**ENTREPRENEUR AWARD WINNER:**  
Lexington Event Company

**BUSINESS SUCCESS AWARD WINNER:**  
46Solutions

**NONPROFIT COMMUNITY IMPACT AWARD:**  
Children's Advocacy Center of the Bluegrass

### TO REGISTER:

The @330 events feature a topical presentation that is relevant to the success of entrepreneurs, business owners and business professionals. There is no cost to attend this members' only event. Register on-line at **commercelexington.com**.

### @330 SERIES:

**WHEN:** Wednesday, Aug. 16

**TIME:** Program 3:30-4:30 p.m.;  
Networking 4:30-5 p.m.

**WHERE:** 46Solutions' showroom (161 Lexington Green Circle, Ste. 140)

**REGISTER:** Register on-line at [commercelexington.com](http://commercelexington.com)

### 2023 Salute to Small Business Category Award Winners:



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## Build Your Connections Using Commerce Lex. Social Media Options

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



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Commerce Lexington has over 5,100 members on its Facebook group. Follow [facebook.com/LocateInLex](https://www.facebook.com/LocateInLex) for news on expansions & relocations, as well as our Minority Business Development division.



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If you're on LinkedIn, you can join the nearly 2,300 people in our LinkedIn group and post your own business-related items.



[commercelexington.com/news.html](https://commercelexington.com/news.html)  
<https://locateinlexington.com/about-us/media-center/>

## Nominations for 2024 Commerce Lexington Board Due By September 5th

Do you want to have some input on the key issues that affect local business, our community, and our future? Have you thought about becoming a board member for one of the most effective business organizations in Kentucky?

Commerce Lexington, with over 5,000 business professionals representing 1,900-plus member businesses, will be accepting nominations from the membership for its 2024 Board of Directors until 5 p.m. on Tuesday, September 5, 2023. By becoming a board member, you'll be able to weigh in on the issues that affect the Bluegrass Region. An on-line nomination form is available at [www.commercelexington.com/board.html](http://www.commercelexington.com/board.html).

A nominating committee will review the names submitted. Once the board

slate is approved by the Commerce Lexington Executive Board, the names will be distributed to the membership. For questions about the nomination process or the nomination form, contact Emily Powers at [epowers@commercelexington.com](mailto:epowers@commercelexington.com).

Scan QR Code to Access Board Nomination Form



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## Emerging Leaders of the BG Explore Social Styles During Workshop

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The Emerging Leaders of the Bluegrass program **presented by Keeneland** is a comprehensive initiative that helps emerging leaders expand their capacity to perform in leadership roles within Central Kentucky. Now is the time to get emerging leaders in your company or organization registered to participate in this year-round program focused on professional development, community education and networking.

In July, Emerging Leaders of the Bluegrass passholders gathered for a professional development event entitled "Social Styles - What are They and How Can They Work for You?" with Carla Curtsinger (**pictured above**). During this workshop, participants learned their social style, other people's social styles, and discovered how to build rapport and better manage conflict. In



early August, emerging leaders joined local elected officials for a networking reception at the 2023 Lexington Challenger tennis tournament at the University of Kentucky's Hilary J. Boone Tennis Complex.

**JOIN EMERGING LEADERS:**

Purchase your annual pass today and begin expanding your capacity through

professional development, networking and community education opportunities. The cost for a full year of professional development programming is \$100 for Commerce Lexington members, \$125 for non-members, and \$50 for students. The annual pass year runs April through March. To learn more, visit [www.emergingleadersbg.com](http://www.emergingleadersbg.com).

### Another proud Commerce Lexington member welcoming thousands of visitors to their business in the pages of TravelHost of the Bluegrass

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# Commerce Lexington Partners With Leading Insurance Providers to Offer Affordable Employer-Sponsored Healthcare

## *Anthem plan supplements Commerce Lexington’s existing partnership with Humana*

Commerce Lexington is pleased to announce the expansion of its health insurance cost-saving program for investors. The Anthem ChamberAdvantage plan will join the long-running Humana HealthSolutions program as another option for Commerce Lexington members to lower their health insurance costs.



insurance to our members in the future through the Anthem ChamberAdvantage program.”

ChamberAdvantage is now available as another option to Commerce Lexington small and mid-sized members. At the time that Humana ceases renewals into the HealthSolutions program in 2024, Anthem will become the sole partner to Commerce Lexington for health insurance coverage for its member investors. ChamberAdvantage, offered through the Kentucky Chamber, is one of the largest

Like Humana HealthSolutions, Anthem ChamberAdvantage offers small and mid-sized businesses health plan benefits and significant cost advantages typically enjoyed by large businesses. ChamberAdvantage, a product of the Kentucky Chamber, is a self-funded insurance plan for small businesses with 2-50 employees. The plan focuses on member whole health with dedicated behavioral health and chronic condition wellness programs, and a host of digital tools to improve access to health care and information.

Humana HealthSolutions has been offered by Commerce Lexington since 2017 and has helped save local small businesses money while offering quality health insurance to our community. However, Humana will be phasing out its commercial medical insurance plans and current Commerce Lexington investors enrolled in Humana HealthSolutions will be able to renew and be fully covered through May 2024.

Commerce Lexington Inc. president and CEO, Bob Quick, said, “The Humana HealthSolutions program has been great for our members over the last several years, and we have appreciated the quality products and customer service. We are very excited that our organization will be able to continue offering cost-savings on health

multiple employer welfare arrangements (MEWA) in the country and currently serves over 3,400 small businesses throughout the state.

“We are proud to partner with all local chambers across the state to offer cost-saving products like ChamberAdvantage to small businesses in the Commonwealth,” said Ashli Watts, president and CEO of the Kentucky Chamber.

“We are excited to work together with Commerce Lexington to continue offering affordable access to health care for this region’s businesses and their employees,” said Kennan Wethington, president of Anthem Blue Cross and Blue Shield in Kentucky. “In a difficult inflationary environment, ChamberAdvantage is a powerful tool allowing small and mid-size businesses to offer comprehensive health plans.”

### FOR MORE INFORMATION:

For all questions regarding the Humana HealthSolutions or Anthem ChamberAdvantage programs, contact Kristie Woodrum at 859-226-1628 or [kwoodrum@commercelexington.com](mailto:kwoodrum@commercelexington.com).


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## AMBASSADOR: Mary Lynn Garrett, Mid-American Rare Coin Galleries

Mary Lynn Garrett works for Mid-American Rare Coin Galleries, which was founded in 1984 in Lexington. It maintains one of the finest inventories of United States coinage with an emphasis on quality and value for the grade and price. Its sister company, Mid-American Ancients, offers the largest selection of wholesale ancient numismatic products in the country.

Mary Lynn has worked as an administrative manager for 30 years

and is responsible for overseeing sales, inventory, and daily operations. She travels all over the world attending coin shows. Currently, she is serving as a governor for the American Numismatic Association in Colorado Springs, Colorado.

A native of Anchorage, Kentucky, Mary Lynn made her way to Lexington when she attended the University of Kentucky. Her community involvement includes the Living Arts & Science Center, Baby Health Service, and the Lexington Philharmonic. She is married to Jeff Garrett and has one daughter and one stepson.



MARY LYNN GARRETT

As a first-year member of the Ambassador Committee, Mary Lynn said, "Being involved in Commerce Lexington has allowed me the opportunity to share the benefits the organization offers to local businesses. The network of professionals within Commerce Lexington are essential components to our community. It has been my pleasure to serve in this role."

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**PRESIDENTS**

The TOPS September issue is featuring local business and nonprofit leadership. Introduce your TOP staff to all of Central Kentucky. *Hurry... reserve your space today!*

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## Commerce Lex. Names Lisa Deaton Greer as Director of Investor & Sponsorship Development

Commerce Lexington is pleased to welcome seasoned fundraiser **Lisa Deaton Greer** to the position of Director of Investor & Sponsorship Development. In this newly created role, she will be responsible for sales of event and program sponsorships, including renewals and new business, while developing strategic relationships for long-term success and opportunities for growth.



LISA DEATON GREER

Lisa has worked with UK HealthCare since 2007 and most recently served as Senior Director of Philanthropy. As a member of the UK Healthcare senior philanthropy leadership team and liaison to the administration regarding philanthropy in the adult hospital and clinics, she led the development of the grateful patient program in 2020. During her tenure, she raised more than \$15 million in philanthropic support for UK HealthCare.

Prior to her time with UK HealthCare, Lisa worked in several different sales and development roles over a span of six years at Host Communications. She holds a B.S. degree in Marketing and Management (2001) from the UK's College of Business and Economics and was certified as a Sports Marketing Professional (SMP) in 2008 from the UK Sports Marketing Academy. Lisa also graduated from Leadership Lexington in 2016.





## Overview of Projects from 2022-23 Leadership Lexington Program

The 2022-23 Leadership Lexington program concluded in June with a Reflection Day Session and graduation ceremony. As part of the program, class members participated in community projects where they practice and apply leadership skills in a group experience, work with community leaders, gain in-depth understanding of a community organization and/or community need and make a positive difference in the lives of others.

Over the years, graduates of the program have impacted our city in areas such as youth mentoring, public art, healthy living, downtown way-finding signage, hunger relief, community engagement, and more. Below is an overview of the class projects in which participants of this year's program participated. Find out more about Leadership Lexington at [www.leadershiptlexington.com](http://www.leadershiptlexington.com).



### LEXENGAGE:

The mission of LexEngage was to increase non-partisan voter education and turnout of young professionals (24-45) for the 2023 Primary Election on May 16, 2023, where all Kentucky leadership offices were up for re-election, such as Governor, Attorney General, Secretary of State, Treasurer, Auditor, and the Commissioner of Agriculture. They partnered with CivicLex to host a website with information on each of the candidates in the races. Find out more on-line at <https://lex.vote>.



### LEXINGTON UNSUNG HEROES BALL:

Public and civil servants are responsible for many remarkable, inspiring, and significant accomplishments that are seldom recognized or celebrated. The Lexington Unsung Heroes Ball is an awards program, created to highlight and commemorate excellence in the public sectors of Lexington. The Unsung Heroes Ball will distribute seven awards, each honoring distinct and important aspects of public and civil service. The event is scheduled for August 5th. Find out more on-line at [www.lexheroball.org](http://www.lexheroball.org).

### LEXBUILD | LEXINGTON TOOL LIBRARY:

LexBuild's mission is to provide our community with easier access to resources that will aide in their efforts to complete home repair projects and renovations. They partnered with LexTools, a grassroots community-based group committed to ensuring longevity and sustainability of this project well into the future. They also partnered with the United Way of the Bluegrass through the Waypoint Center at the Black & William's Center who provided the space needed to store and lend the tools for this pilot project. The official name of the library: The Lexington Tool Library. For more, visit [www.lextools.org](http://www.lextools.org).



## Leadership Lexington Alumni Association Hosts Celebration for 2022-23 Graduates

Following the Leadership Lexington graduation ceremony, the new graduates were invited to a reception organized by the Leadership Lexington Alumni Association at Transylvania University's Graham Cottage. At the reception, **Foster Ockerman, Jr.** was honored posthumously with the 2023 Distinguished Alumni Award for his many contributions to Leadership Lexington since graduating from the program in 1980 as a member of the inaugural class. Each year, the Alumni Association provides funding to class projects, and this year a total of \$3,000 was allocated to the groups.

#### Special Thanks to Our Sponsors:





# WELCOME NEW MEMBERS

New Commerce Lexington Inc. Members From June 16 to July 17, 2023

## NEW SILVER LEVEL PREMIER PARTNER

### **Bullard**

#### *Manufacturers*

Main Contact: John Kalafut  
1898 Safety Way  
Cynthiana, KY 41031  
Phone: (630) 667-3433  
[www.bullard.com](http://www.bullard.com)

## NEW BRONZE LEVEL PREMIER PARTNERS

### **Paul Miller Ford-Mazda**

#### *Auto Dealers-New Cars*

Main Contact: Nick Easterling  
975 E. New Circle Rd.  
Lexington, KY 40505  
Phone: (859) 255-4242  
[www.paulmillerauto.com](http://www.paulmillerauto.com)

### **Slim Chickens**

#### *Restaurants*

Main Contact: Savannah Watkins  
525 Waller Ave., Lexington, KY 40507  
Phone: (859) 300-0757  
<https://order.slimchickens.com/menu/slim-chickens-kentucky-lexington>

### **Adopt the Web**

#### *Website Developer*

Main Contact: Jarod Thornton  
444 W. 6th St, Suite 2  
Lexington, KY 40508  
Phone: (859) 806-5882  
[www.adopttheweb.com](http://www.adopttheweb.com)

### **Alliance Personalized Health Care**

#### *Medical Services*

Main Contact: Clair Palley  
151 N Eagle Creek Drive, Suite 410  
Lexington, KY 40509  
Phone: (859) 556-0674

### **Ayoroa Simmons**

#### *Architects*

Main Contact: Josh Ayoroa  
266 E. Short Street, Suite 140  
Lexington, KY 40507  
Phone: (859) 687-0055  
[www.ayoroasimmons.com](http://www.ayoroasimmons.com)

### **Banners**

#### *Restaurants*

Main Contact: Ryan McGuffey  
3650 Boston Rd. #196  
Lexington, KY 40514  
Phone: (859) 223-4775  
[www.bannerslex.com](http://www.bannerslex.com)

### **Bluegrass Endodontics**

#### *Dentists*

Main Contact: Doug Cox  
1636 Nicholasville Road, Suite 2  
Lexington, KY 40503  
Phone: (859) 277-1124  
[www.bluegrassendodontics.com](http://www.bluegrassendodontics.com)

### **Cambridge**

#### *Rehabilitation Services*

Main Contact: Jody Walters  
2020 Cambridge Drive  
Lexington, KY 40504  
Phone: (859) 252-6747

### **Comple3D**

#### *Manufacturers*

Main Contact: Eric Sparks  
354 East Main St.  
Lexington, KY 40507  
Phone: (800) 282-6326  
[www.Comple3D.com](http://www.Comple3D.com)

### **CYL Infrared Studio**

#### *Health & Wellness*

Main Contact: Izzy Peterson  
161 Lexington Green Circle, Suite 135  
Lexington, KY 40503  
Phone: (859) 303-4015  
<https://cylinfraredstudio.com/studio/lexington-ky>

### **Denson & Co., LLC**

#### *Business & Financial Consultants*

Main Contact: Adam Denson  
771 Corporate Drive, Suite 1050  
Lexington, KY 40503  
Phone: (859) 440-1405  
<https://densoncompany.com>

### **Doctors Urgent Care & Walk In Clinic**

#### *Health & Wellness*

Main Contact: Hafiz Sroya  
241 Pasadena Drive, Suite 110  
Lexington, KY 40503  
Phone: (606) 231-6993  
[www.urgentcarelexingtonky.com](http://www.urgentcarelexingtonky.com)

### **Hope Springs Counseling Center**

#### *Counseling*

Main Contact: Wanda Day  
870 Corporate Drive, Suite 301  
Lexington, KY 40503  
Phone: (859) 242-5201  
[www.hopespringscenter.org](http://www.hopespringscenter.org)

### **Hubbard Mechanical**

#### *Air Conditioning & Heating Systems HVAC*

Main Contact: Art Hubbard  
37 E. Main Street, Paris, KY 40361  
Phone: (859) 340-4509  
[www.hubbardmechanical.com](http://www.hubbardmechanical.com)

### **Hydrobar**

Main Contact: Sarah Woodside  
120 Kentucky Ave., Ste. 110  
Lexington, KY 40502  
Phone: (757) 633-4434

### **iEntry, Inc.**

#### *Advertising Agencies*

Main Contact: Rich Ord  
4221 Heathmoor Ct.  
Lexington, KY 40514  
Phone: (859) 321-1919  
[www.ientry.com](http://www.ientry.com)

### **JLD Inc.**

#### *Construction*

Main Contact: John Logan  
210 West Third Street  
Lexington, KY 40508  
Phone: (859) 252-1490  
[www.jldincorporatedky.com](http://www.jldincorporatedky.com)

### **Kentucky Ballet Theatre**

#### *Entertainment*

Main Contact: Norbe Risco  
740 National Ave., Suite 170  
Lexington, KY 40502  
Phone: (859) 252-5245  
[www.kyballet.com](http://www.kyballet.com)

### **Next Level Consulting LLC**

#### *Consultants*

Main Contact: Cory Brusman  
P.O. Box 910512  
Lexington, KY 40591  
Phone: (859) 321-7667  
[www.nextlevel-brusman.com](http://www.nextlevel-brusman.com)

### **Revived Construction**

#### *Construction*

Main Contact: Ron Newby  
102 W. Main Street  
Carlisle, KY 40311  
Phone: (859) 317-0689  
[www.revivedconstruction.com](http://www.revivedconstruction.com)

### **Stones & Granite of Lexington, LLC**

#### *Countertop Fabricator*

Main Contact: Rosie Mahan  
761 E. 7th Street  
Lexington, KY 40505  
Phone: (859) 253-4070  
<http://stonesandgranitellc.com>

### **Sugaring NYC**

#### *Personal Care Services*

Main Contact: Sandi Parkey  
2860 Richmond Road, Unit 115  
Lexington, KY 40509  
Phone: (606) 875-9118  
[www.sugaringnyc.com/locations/sugaring-nyc-lexington-kentucky/](http://www.sugaringnyc.com/locations/sugaring-nyc-lexington-kentucky/)

### **Tecnosicurezza Locks and Security Systems**

#### *Safes & Vaults*

Main Contact: Philip Aldridge  
133 Trade Street, Suite #4  
Lexington, KY 40511  
Phone: (859) 682-5025  
[www.usatecno.com](http://www.usatecno.com)

# PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones



**Ayoroa Simmons**, a Building Information Modeling (BIM) and 3D Laser Scanning Provider was recently awarded the SBA 8(a) certification. With over 200 successful projects in the private sector, the firm plans to use this opportunity to create more highly skilled jobs, to build new partnerships, and collaborate with other federal contractors in the AECO industry. The SBA 8(a) certification is part of a business assistance program for small, disadvantaged businesses controlled at least 51% by socially and economically disadvantaged individuals.

**Bates Security** has been recognized as the 32nd largest security provider among approximately 12,000 electronic security companies nationwide. Since 2021, Bates Security has risen five positions from 37th to 32nd in this annual SDM 100 Report, which ranks the largest commercial and residential security firms in the U.S.

**Dr. Paul Hester**, aesthetic physician and owner of **Be Medispa**, was announced as a finalist for The Aesthetic Awards for the third year. The Aesthetic Awards, presented by *The Aesthetic Guide Magazine*, recognize excellence in aesthetics and honor practitioners who have made significant contributions to the industry. Dr. Hester was a finalist for the "Best Non-surgical Facial Enhancement Award" for 2023. This accolade follows his consecutive wins in 2021 and 2022 for the "Best Non-surgical Body Enhancement Award."

**Central Bank & Trust Co.** announced the promotion of **Angela Campbell** to vice president, financial intelligence and security unit. The Lexington native has been with Central Bank for 39 years and has worked in security since 1996.

**CHI Saint Joseph Health** has named **Cathy Lowe**, DNP, MBA, RN, CEN, as the new vice president of patient care services/chief nursing officer (CNO) at Saint Joseph Hospital.

**Dinsmore** recently welcomed labor and employment attorney, **Donald C. Morgan**, to its Lexington office.

The **Fayette Education Foundation** announced its board of directors and executive committee for the new fiscal year. The Executive Committee includes: **Latarika Young** (Chair), Lexmark; **Abdul Muhammad** (Vice Chair/Chair Elect), WesBanco; **Dr. Rodney Jackson** (Past Chair), Pediatric Dentistry of Hamburg; **Lauren Lovely**

(Treasurer), Central Bank & Trust Co.; Kim Lyon (Secretary), community volunteer; **Deidra Dennie** (At-Large), Transylvania University; and **Kaelyn Query** (At-Large), Lexington Event Company. FCPS Superintendent, **Dr. Demetrus Liggins**, serves as an ex-officio member. Eight new community members have joined the Board of Directors, including **Michael Baer** (Fusioncorp), **Jamison Craig** (Tates Creek High School senior), **Deidra Dennie** (Transylvania University), **Andre Fomby** (CHI Saint Joseph Health), Urban County Councilmember **Denise Gray**, **Kim Sweazy** (Toyota North America), **Jordan Woods** (Lafayette High School junior), and **Serenity Wright** (University of Kentucky).

**Michael J. Halligan**, Chief Executive Officer of **God's Pantry Food Bank**, has been selected as Communicator of the Year by the Thoroughbred Chapter of the Public Relations Society of America (PRSA). The award recognizes a person that is not a public relations professional but who has done excellent work in expressing their passion about their issue.

**Denise Menshouse**, Executive Director of **Growing Together Preschool**, was recently recognized with the Director of the Year Award from the Child Care Council of Kentucky. Staff at centers across the state nominate directors and teachers each year with the Child Care Council selecting the award recipient.

**Kentucky State University** recently named **Dr. Koffi C. Akakpo** as its 19th President. Dr. Akakpo previously served as president of Bluegrass Community and Technical College, central Kentucky's largest comprehensive public two-year college.

*Food Logistics*, the only publication exclusively dedicated to covering the movement of product through the global cold food supply chain, named **Longship** as one of the winners of this year's Top 3PL & Cold Storage Providers Award, which recognizes leading third-party logistics and cold storage providers in the cold food and beverage industry.

**Matrix Integration** has received SOC 2® - Type 2 (Service Organization Controls), a designation awarded to organizations that have proven their ability to oversee and safeguard their own and their clients' data. The credential, granted by the American Institute of CPAs (AICPA), is becoming more critical than ever and can take up to a year to achieve.

**Victoria Dickson** recently joined **McBrayer PLLC's** Lexington office as an associate in the firm's Estate Planning Group.

Celebrating its 50th year in business this year, **Pedal Power Bike Shop** received the 2023 Bicycle Retailer Excellence Award from the National Bicycle Dealers Association. Fewer than 100 shops nationwide qualified for this honor, and Pedal Power was the only one in Kentucky to earn the highest achievement level of platinum.

**Republic Bank & Trust Co.** and **Central Bank & Trust Co.** were each named among America's Best Banks in Each State by *Forbes* for 2023. The list is focused on finding the best community-based banking experience in each state. Awards were given to 137 banks throughout the United States.

**Stites & Harbison, PLLC** attorney **Gentry C. Collins** was elected to Blue Grass Community Foundation's board of directors.

**Sturgill, Turner, Barker & Moloney, PLLC** welcomed two new attorneys to the firm's Torts & Insurance practice group. **Andrew M. Yocum** focuses on civil litigation and insurance defense. He was also recently elected to the Fayette County Bar Association Board of Directors. **Megan L. Adkins** brings a comprehensive legal background, including insurance defense and coverage, premises and automobile liability, and representation of health care providers and facilities in defense of medical negligence claims.

**Susan Elkington**, president, **Toyota Motor Manufacturing Kentucky** (TMMK), has been promoted to senior vice president, Electric Vehicle Supply. In this newly created role, she will be responsible for accelerating the company's electrified transformation, with a focus on battery and electric vehicle production and supply strategy. Additionally, **Kerry Crech**, vice president, manufacturing, TMMK, has been promoted to president, TMMK. In this role, Kerry will oversee Toyota's largest plant in the world as it prepares for future BEV production.

## SUBMIT PERSONNEL NEWS:

Submit company awards, personnel changes, additions, or promotions to [mturner@commercelexington.com](mailto:mturner@commercelexington.com). Information is published in the order received and as space permits.



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## COMMERCE LEXINGTON CALENDAR OF EVENTS

### AUGUST 2023:

- 10-11** **Leadership Lexington Orientation Retreat** at Boone Tavern.
- 15** **Member Mixer**, 10:00 - 11:15 a.m., via Zoom.
- 16** **@330 Series presented by 46Solutions**, 3:30 - 5 p.m., at 46Solutions (161 Lexington Green Circle, Suite 140).  
- SEE PAGE 12
- 17-18** **Leadership Central Kentucky Orientation Retreat** at Boone Tavern.
- 18** **Salute to Small Business Awards Luncheon presented by Forcht Bank**, 12 - 1:30 p.m., at Central Bank Center.  
- SEE PAGE 10
- 23** **Public Policy Luncheon presented by Kentucky American Water**, Noon - 1:30 p.m. at The Campbell House Lexington (1375 S. Broadway).  
- SEE PAGE 8

### SEPTEMBER 2023:

- 4** Commerce Lexington offices closed in observance of Labor Day holiday.
- 5** Nominations for 2024 Commerce Lexington Board of Directors due by 5:00 p.m.  
- SEE PAGE 13
- 14** **Opportunity Exchange presented by Equity Solutions Group**, 5 - 7:30 p.m., at Lyric Theatre.  
- SEE PAGE 6
- 19** **Business Link sponsored and hosted by Lexmark International** (740 W. New Circle Rd.), 4:00 - 6:00 p.m.  
- SEE PAGE 9

### OCTOBER 2023:

- 11** **Net90 presented by Junkluggers of Kentucky**, 4:00 - 6:00 p.m., at LexArts (161 N. Mill Street).