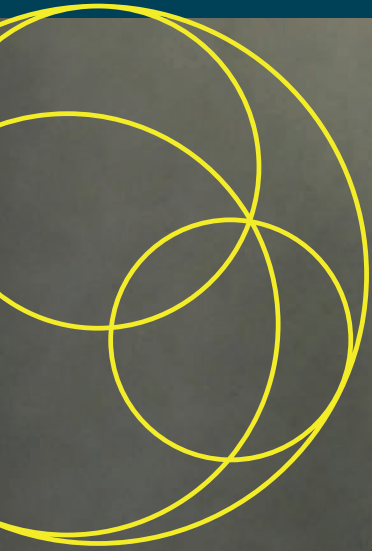


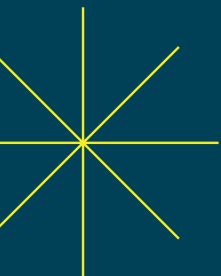
# Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | MAY 2023 | VOLUME XXXI, ISSUE V



**Apply Now for  
2023 Salute to  
Small Business  
Awards**

**SEE PAGE 7**



## INSIDE THIS ISSUE:

Annual Washington, D.C. Fly-In  
Scheduled for July 26-27

Transylvania, LiveWell Training  
Club Co-Sponsor Business Link

Leadership Lexington Applications  
for 2023-24 Program Due May 15

Register Soon for Upcoming  
Grand Rapids Leadership Visit



 **commerce  
lexington®**

[commercelexington.com](http://commercelexington.com)



## 2023 BOARD OF DIRECTORS: Executive Board Members

**Cassidy Rosenthal** (2023 Board Chair), Lexington Office Executive Member, Stites & Harbison, PLLC  
**Kevin Atkins** (City Representative), Chief Development Officer, City of Lexington  
**Tucker Ballinger** (Vice Chair, The Business & Education Network), President & CEO, Forcht Bank  
**Carla Blanton** (Vice Chair, Public Policy & Regional Engagement), Owner, Carla Blanton Consulting  
**Keeana Boarman** (At-Large Member), Member, McBrayer, PLLC  
**Steve Byars** (Board Chair-Elect), Vice President & Chief Investment Officer, Moneywatch Advisors, Inc.  
**Jonathan Caldwell** (At-Large Member), Senior Vice President, Chief People Officer, Valvoline  
**Kimra Cole** (Vice Chair, Membership & Engagement), President & COO, Columbia Gas of Kentucky  
**Luther Deaton** (Vice Chair, Economic Development), Chairman, President & CEO, Central Bank & Trust  
**Larry Forester** (Vice Chair, Community & Minority Business Development), Senior VP, Forcht Bank  
**John Gohmann** (Immediate Past Chair), Regional President, PNC Bank  
**Toa Green** (Vice Chair, Leadership Development), Owner, Crank & Boom Craft Ice Cream  
**Branden Gross** (General Counsel), Partner, Dentons Bingham Greenebaum, LLP  
**John Mahan** (Regional Representative), Owner, Sodworks  
**Danny Murphy** (Vice Chair, Communications), Senior Assistant Dean of Community Engagement & Operations/Chief Diversity Officer, University of Kentucky College of Law  
**Bob Quick** (Board Secretary), President & CEO, Commerce Lexington Inc.  
**Daryl Smith** (At-Large Member), Ombudsman, Advanced Metering Infrastructure, LG&E and KU Energy  
**Debbie Smith** (Treasurer), Partner, Lexington Location Leader, MCM CPAs & Advisors LLP

## Full Board of Directors

**Dr. Koffi Akakpo**, President, Bluegrass Community & Technical College; **Dennis Anderson**, President, Anderson Communities; **Doug Barr**, Managing Director, Stoll Keenon Ogden PLLC; **Stephen Behnke**, CEO, Lexington Clinic; **David Bertram**, Chief Revenue Officer, Wrigley Media Group; **Dr. Eli Capilouto**, President, University of Kentucky; **Bishop Carter IV**, Owner, Elaine Allen LLC; **Ray Daniels**, President, Equity Solutions Group; **Sheri Evans Depp**, Director, Talent Management, Diversity, and Corporate Citizenship, Lexmark International, Inc.; **Billie Dollins**, Executive Vice President, Central Region President, Community Trust Bank; **Eric Frankl**, Executive Director, Blue Grass Airport; **David Freibert**, Vice President of External Affairs, LG&E & KU Energy LLC; **Mayor Linda Gorton**, City of Lexington; **Brian Harman**, President, Kentucky Operations, Kinetic by Windstream; **Tom Harris**, Vice President, University Relations, University of Kentucky; **Tony Houston**, CEO, CHI Saint Joseph Health; **Brien Lewis**, President, Transylvania University; **Demetrus Liggins**, Superintendent, Fayette County Public Schools; **Mark Manuel**, Vice President, Advancement & Organizational Development & Executive Director, BTC Foundation, Bluegrass Community & Technical College; **LaToi Mayo**, Shareholder, Littler Mendelson, PSC; **Jennifer Miloszewski**, Director-in-Charge, Lexington Office, Blue & Co., LLC; **Kathryn Nash**, President, Kentucky American Water Co.; **Kelley Nisbet**, President, Bluegrass REALTORS®; **Kim Ogle**, Manager, Corporate Communications, Toyota Motor North America EA; **P.G. Peebles, Sr.**, President & CEO, Urban League of Lexington-Fayette County; **Kaelyn Query**, Founder & President, Lexington Event Company; **Felicia Quigg**, Vice President of Family Pride, More Than a Bakery; **Ed Quinn**, President/CEO, R.J. Corman Railroad Group, LLC; **Mary Quinn Ramer**, President, VisitLEX; **Brian Raney**, Co-Founder, Awesome, Inc.; **Becky Reinhold**, Brokerage Manager, Bluegrass Sotheby's International Realty; **Chris Roty**, President, Baptist Health Lexington; **Sarah Rowe**, Chief Financial Officer, Gray Construction; **Robert Ryan**, Partner, Wyatt, Tarrant & Combs, LLP; **Rob Shear**, General Manager, SRC of Lexington Inc.; **Hunter Stout**, Senior Director of Finance, Keeneland Association, Inc.; **Jana Syrcle**, Partner, Frost Brown Todd LLC; **Ron Tritschler**, CEO, Senior Corporate Counsel, The Webb Companies; **Darby Turner**, Partner, Dentons Bingham Greenebaum LLP; **Lynette Walker**, Vice President, HR, Baptist Health Lexington; **Mary-Alicha Weldon**, City President, Fifth Third Bank; **Elizabeth Woodward**, Forensic Accounting & Litigation Support Director, Dean Dorton; **Vice Mayor Dan Wu**, City of Lexington; **Todd Ziegler**, Central Kentucky Market President, Republic Bank & Trust.

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

**Business Focus** is published once a month for a total of 12 issues per year by Commerce Lexington Inc., 330 East Main Street, Suite 100, Lexington, KY 40507. Phone: 859-254-4447.

### 2023 Chair of the Board:

Cassidy Rosenthal  
Lexington Office Executive Member  
Stites & Harbison, PLLC

### Publisher:

Robert L. Quick, IOM, CCE  
President & CEO  
Commerce Lexington Inc.

Editor: Mark E. Turner  
Communications Specialist: Liz Bennett  
Printing: Post Printing  
Mail Service: SouthEast Printing & Mailing Service, LLC (2610 Palumbo Drive)

Subscriptions are available for \$12 and are included as a direct benefit of Commerce Lexington Inc. membership. Business Focus (USPS 012-337) periodical postage paid at Lexington, Kentucky.

**POSTMASTER:** Send address corrections to Business Focus, Commerce Lexington, P.O. Box 1968, Lexington, KY 40588-1968.

### Display Rates:

For DISPLAY RATES in Business Focus, contact Mark Turner at mturner@commercelexington.com.

### 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.

# EXCEPTIONAL REPRESENTATION. REMARKABLE RESULTS.



Al Grasch

Melissa Stewart

Dan Rose

Rich Mains

Mel Camenisch

Wes Harned

H. Derek Hall

**R O S E**  

---

**G R A S C H**  

---

**C A M E N I S C H**  

---

**M A I N S**  
ATTORNEYS

**BUSINESS TRANSACTIONS  
COMMERCIAL REAL ESTATE  
ESTATE PLANNING  
LITIGATION**

326 South Broadway  
Lexington, KY 40508-2592  
(859) 721.2100





# ECONOMIC DEVELOPMENT

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

## Inaugural Global Headquarters Roundtable Forum Held at Valvoline

The mayor's office commissioned Commerce Lexington to facilitate the inaugural Global Headquarters Roundtable Forum exclusively for Chief Executive Officers, hosted at Valvoline World Headquarters. During the meeting, Dr. Mike Clark, Director of the Center for Business and Economic Research at UK presented "Economic Update: Changing Economic Conditions in Kentucky and the Bluegrass" and provided a copy of the 2023 Kentucky Annual Economic Report, and Employment Trends and Workforce Analysis of Lexington Kentucky, courtesy of Gatton College of Business and Economics. Afterwards, Ted Abernathy, managing partner of a consulting firm, Economic Leadership, delivered a presentation, "Regional Competitiveness and Executive Plan," to summarize seven take aways for a more compet-



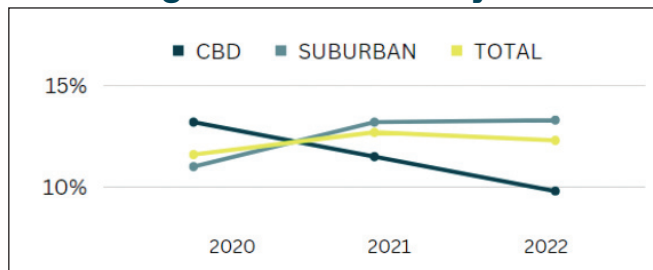
itive region. Future meetings will encourage network opportunities and determine strategic

action items to best support global business operations in Central Kentucky.

## STAT: Lexington's Office Vacancy Rate Remains Stable

Lexington has a strong demand for office space due to its diverse and growing business community. According to a report by NAI Isaac<sup>1</sup>, the vacancy rate for office space was 12.3% at yearend 2022, which is lower than the 15.7% national average<sup>2</sup>. While the overall office vacancy rate has remained relatively stable, the chart below shows how the central business district (CBD) and suburban vacancy rates have flipped in recent years. This may be due to factors such as location, accessibility, or the quality of the office space. Commerce Lexington's economic development team maintains a database of available office space listings greater than 5,000 square feet in Lexington and can be viewed on-line at <https://locateinlexington.com/find-properties>.

### Lexington Office Vacancy Rates



<sup>1</sup> NAI Isaac, Market Research, CRE Market Year-end Report, 2022.  
<sup>2</sup> Colliers International, U.S. Office Market Softens in Q4 2022.



Spring Opportunity Exchange Event (Commerce Lexington Photo)

## Spring Opportunity Exchange Connects Attendees to FCPS

Commerce Lexington's Spring Opportunity Exchange event was held on Thursday, March 21, at The Campbell House. The networking event, geared towards minority and women-owned businesses, was presented by Equity Solutions Group. Gold Sponsors included PNC Bank and Republic Bank, and Silver Sponsor was McBrayer PLLC. The event featured Myron Thompson, Chief Operating Officer of Fayette County Public Schools. Mr. Thompson walked the attendees through the opportunities available for small businesses at FCPS. We are proud to acknowledge that two of our Minority Business Accelerator members will be sub-contractors on the new \$55 million middle school project that starts later this year. The event also included Joseph Frazier, Executive Director of Diversity, Equity & Inclusion for the Kentucky Chamber of Commerce, to many in the crowd for the first time. The Spring Opportunity Exchange boasted 65 attendees.



Left to right: Tyrone Tyra (Commerce Lexington); Larry Forrester (Forcht Bank); Joe Frazier (Kentucky Chamber); and Myron Thompson (Fayette County Public Schools). (Commerce Lexington Inc. Photo)

## 2023 ECONOMIC DEV. BY THE NUMBERS:

- New Business: 19** prospects interested in finding a new location or expanding in the Lexington area.
- Client Visits to the Lexington Area: 5**
- Existing Business Visits: 20** Existing Business Attempts: 41
- Total Active Projects: 36**



# GIVE THE GIFT OF GIVING.

Looking for the perfect gift for a graduate who already has everything?

Give them a BGCF Giving Card! Giving Cards are much like retail gift cards, except the recipient can redeem their Giving Card to benefit a charity of their choice.

Choose from a variety of card designs or customize your own.

Learn more at [bgcf.org/giving-cards](https://bgcf.org/giving-cards).

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





## Competiveness Plan: Regional Leadership Council Discusses Strategy

Commerce Lexington held a briefing event with LFUCG Councilmembers to update them on the Regional Competitiveness Strategy. Ted Abernathy with Economic Leadership LLC provided Councilmembers with an update on the current economic landscape in the nine-county economic development region, how the strategy was developed and the importance of key initiatives such as developing a regional brand identity and talent attraction strategy, creating more shovel ready land/buildings for job creation, elevating the marketing of the region to site selectors and business targets, and advocating for increased state and federal funding to support economic development. The City of Lexington has allocated nearly \$200,000 in a challenge grant to be matched by regional local governments to support the launch of the regional plan.

The inaugural meeting of the Regional Leadership Council was also held in March at the LBX Customer Experience Center in Lexington. More than 50 public and private sector leaders from across the region met to discuss next steps with implementing the strategy in 2023.

The Regional Competitiveness Strategy will foster greater collaboration among public and private sector leaders through the execution of a limited number of mutually agreed upon initiatives that will be economically impactful and benefit each community in the region, and that have broad financial support from regional public and private sector leaders.

### The plan is strategically focused on five long-range goals.

- Increasing regional jobs, wages, and GDP growth to the national average over five years.
- Increasing the regional labor force by 1,500 people per year.
- Attracting additional federal and state funding to support the strategies.
- Improving the region's competitiveness rankings compared to peer and aspirational cities.
- Increasing the number of regional sites and buildings available for businesses



Regional Leadership Council Meeting

Commerce Lexington is the backbone organization responsible for implementing the initiatives. Key first-year initiatives include developing a regional brand identity and marketing website, elevating regional marketing efforts to key site selectors and business sector targets, creating more product development opportunities for jobs in the region, creating a talent attraction/retention marketing strategy, and an internship initiative to increase the connections between business and students.

The Regional Leadership Council will convene again in August. Commerce Lexington will also host the Regional Summit in November 2023 to provide the regional business community with an update on the Regional Competitiveness Strategy. For more information on the plan, visit [www.commercelexington.com/regionalplan.html](http://www.commercelexington.com/regionalplan.html).

**More Policy News on Page 10**

**THE BEST**

## Technology for Business

+

**THE BEST**

## Technology for Home

- Managed IT Services
- Cybersecurity
- Network Consulting
- Custom Home Theater
- Custom Audio & Lighting
- Home Automation

**46 Solutions**

Your **technology** partner.

**859.788.4600** | [46Solutions.com](http://46Solutions.com)

**SHOWROOM:** 1161 Lexington Green Circle, Suite 140



## 2023 Salute to Small Business Award Applications Open May 1st

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 **2023 Salute to Small Business Awards presented by Forcht Bank** will kick off with the release of this year's awards application on May 1, 2023, culminating with an awards luncheon in the Fall, during which we'll name a new Small Business of the Year.

### AWARD CATEGORIES:

There are four award categories from which to choose, including three for small businesses and one for area nonprofits.

- Business Success Award
- Entrepreneur Award
- Minority Business Award
- Nonprofit Community Impact Award (\*Not eligible for overall Small Business of the Year Award)

### ELIGIBILITY FOR AWARDS:

- Businesses must be active members of Commerce Lexington Inc.
- Businesses must have completed three (3) or more full years of operation in the local market with fewer than 150 employees.
- Small businesses can apply for ONE award category.

- Past Category and overall Small Business of the Year award recipients are not eligible to reapply for 5 years from the date of their award presentation.

### APPLY BY JUNE 26, 2023:

The deadline to apply for the 2023 Salute to Small Business Awards is **Monday, June 26**. The application will be available on-line starting Monday, May 1 at [www.commercelexington.com/small-business-awards-application.html](http://www.commercelexington.com/small-business-awards-application.html). You can also nominate your favorite small business who you think should be recognized in this way. Simply fill out the form on-line, and the Commerce Lexington team will provide the business owner with all the details on how to apply.

**2023 Salute to Small Business Awards Applications Open May 1**  
**Deadline: June 26, 2023**  
[commercelexington.com](http://commercelexington.com)

**Scan QR Code to Access Awards Application —>**



PRESENTED BY



**Forcht Bank**  
Happier Banking

PLATINUM SPONSORS



**Community Trust Bank**  
Member FDIC



**ESG**  
A MANAGED SOLUTIONS PROVIDER

**GOLD SPONSORS:**

- Central Bank & Trust Co.
- H-L Media (Lexington Herald-Leader & Kentucky.com)
- Kentucky Employers' Mutual Insurance (KEMI)
- TravelHost of the Bluegrass

**SILVER SPONSORS:**

- Bankers Title of Central Kentucky
- BlueRock Title
- Electronic Business Machines
- Energy Insurance
- WUKY 91.3FM

**VIDEO SPONSOR:**

- Lamar Advertising

**INVITATION DESIGN SPONSOR:**

- Stablemate Creative

# Spring for eco-friendly junk removal!

Let us help you declutter your space.



**Christine Van Tatenhove**  
Owner

-  Recurring removal pick-ups available
-  Fully insured, prompt & friendly staff
-  Same-day & next-day appointments - perfect for office moves or renovations
-  Family & locally owned
-  Receive a tax-deductible receipt for any items donated on your behalf

"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 Wealth Private Management*

★★★★★



**Scan the QR Code to Book a FREE Estimate!**



JUNKLUGGERSOFKENTUCKY.COM • (859) 554-8055





## Commerce Lexington Inc. Presents Essence of Portugal Trip

Commerce Lexington is pleased to offer yet another unique international group travel opportunity. Over the last ten years that Commerce Lexington has offered these international experiences, we have attracted a great group of loyal travelers. It has been a true joy to see the world together. Be sure to join us **September 21 - October 1, 2023**, as we taste the **Essence of Portugal**. This custom-built itinerary from our travel partner Collette offers the best of Commerce Lexington group travel - good food and wine, rich cultural experiences, and great fellowship with other participants.

Walk the scenic Ribeira waterfront in Porto, travel to Braga to behold the "Bom Jesus do Monte," and immerse yourself in the Douro wine region, where you'll spend two nights on the grounds of a vineyard with a visit to a picturesque quinta estate. From the Douro River Valley, we'll stop in Portugal's former capital, Coimbra, on the way to the current capital, Lisbon. You'll also enjoy a private cruise of the Tagus River to see Lisbon by water. Lisbon offers all the delights you'd expect of Portugal's star attraction. Gothic cathedrals, majestic monasteries and quaint museums are all part of the colorful cityscape, but the real delights of discovery lie in wandering the narrow lanes of Lisbon's lovely backstreets.

A visit to the picture-perfect city of Obidos, where white-washed houses sit snug within medieval city walls, will be followed by a stop in Sintra, where you can choose to explore the quaint hilltop village independently, taking some time to wander through the winding streets or join a guided tour of the National Palace of Sintra.



Rabelo boats on the Douro River.

### REGISTRATION INFORMATION:

**Note that the itinerary, tours and stops are subject to change.** The cost to join this 11-day group travel opportunity to Portugal is \$5,299 per person for double, \$6,799 per person for single, and \$5,249 per person for triple. Included in the price is round trip air from Newark International Airport, air taxes and fees/surcharges, hotel transfers, and 16 total meals. A deposit of \$698 per person is due upon reservation, with final payment due by July 24, 2023. Deposits are refundable up until May 25, 2023. Travel insurance is also available at a cost of \$449 per person. To reserve your spot for this unique travel opportunity, visit <https://gateway.gocollette.com/link/1154325>. For questions, contact Lynda Bebrowsky at [lbebrowsky@commercelexington.com](mailto:lbebrowsky@commercelexington.com).

Success

# A Business Story

1,000s  
of Visitors  
Every Day!

Let Us Help You  
Educate This  
Affluent Market  
About Your  
Business



To the Horse Capital  
of the World!

They turn to the #1  
Tourism and Relocation  
Magazine in the Bluegrass!



Looking For  
Great Places to:

- Eat
- Shop
- Play
- And Have Fun!

Did You Know? 500,000 people live in the Bluegrass and over 3,000,000 visit every year!

## TRAVELHOST

of the Bluegrass

(859) 351-6728

[www.travelhost.com/bluegrass](http://www.travelhost.com/bluegrass)





## Central Kentucky's Annual D.C. Fly-In Scheduled for July 26-27

The Bluegrass Region's annual **Washington, D.C. Fly-In** presented by **Columbia Gas of Kentucky** is comprised of Central Kentucky's leaders from the business community, non-profit sector, education institutions and local elected officials who travel to our nation's capitol to meet with Kentucky's Congressional delegation to advocate on behalf of the region's federal legislative agenda. In addition to meeting with Kentucky's delegation, the D.C. Fly-In affords participants the opportunity to hear from various leaders and policy experts on Capitol Hill over a two-day period.

This year's regional lobbying trip will take place on Wednesday and Thursday, **July 26-27, 2023**, with hotel accommodations at the Sofitel, 806 15th Street NW, Washington, DC 20005.



PRESENTED BY

Columbia Gas<sup>®</sup>  
A NiSource Company

PLATINUM SPONSORS

Friends  
of Coal<sup>®</sup>

Kentucky 811<sup>®</sup>  
Know what's below.  
811 before you dig.

LGE KU<sup>®</sup>  
PPL companies

[MEBRAYER]

WesBanco

GOLD SPONSOR:  
Blue Grass Airport

### TO REGISTER:

Registration for the D.C. Fly-In is available on-line at [www.commercelexington.com](http://www.commercelexington.com). Note that all attendee fees are due by June 25, 2023 to secure your registration, and all packages are non-refundable after June 25, 2023. Registration for the group air option is no longer available, so those who register now will have to book their own air travel. If you have questions about this trip, contact Lynda Bebrowsky by e-mail at [lbebrowsky@commercelexington.com](mailto:lbebrowsky@commercelexington.com).

# Ask Abby Vaughn

## IS 2023 ANOTHER 2008?

**HI ABBY:** There's been a lot of buzz this Spring about bank failures. It's scary how companies that have been around for years could collapse in a few days. I can't help but think this sounds like 2008 and I just wanted to ask, are financial institutions secure? How does this impact your firm specifically?

—INSECURE IAN

**HI IAN:** Thanks for asking this question! I'm sure many are wondering the same thing after reading all the headlines. First, I want to say that your concerns are valid. I also want to assure you that this is very different from 2008. We've had a number of post-crisis reforms put in place that have strengthened our financial system over the last 15 years. Let's take a look at a few things that contributed to recent headlines and some key items to look at when it comes to financial institutions.

It's important to note that depository institutions, such as those in the news, are financial institutions that accept

deposits from customers and use those funds to make loans and investments. Non-depository institutions, such as American Trust Wealth, do not accept deposits but instead provide fiduciary services such as investment management and trust services. Assets held in custody and trust at American Trust Wealth are completely segregated, meaning client assets are always available, and the financial strength of American Trust Wealth is not affected by any level of customer asset withdrawals.

In addition, our fiduciary oversight and compliance measures are extensive. We are examined routinely with independent annual audits and our investment management practices are examined by the Center for Fiduciary Excellence (CEFEX) for fiduciary best practices to ensure complete transparency and protection for your assets.

We are committed to providing the highest standards of fiduciary protection and transparency in all our operations. Reach out to us to find out more ways to safeguard your assets.

—ABBY V.



**Abby Vaughn, AIF<sup>®</sup>**  
Business Development Director  
American Trust Wealth  
859-514-3345  
[avaughn@americantrust.com](mailto:avaughn@americantrust.com)  
[www.americantrustwealth.com](http://www.americantrustwealth.com)

American Trust Wealth is headquartered in Lexington, KY and a legal duty of dedication and best practices, so that you can rest assured knowing that your goals will always be our goals.

NOT FDIC INSURED | NO BANK GUARANTEE | MAY LOSE VALUE



## Councilmembers Consider Comp Plan Goals & Objectives

The city of Lexington's Comprehensive Plan Goals & Objectives is updated every five years and the document guides the city's land use and development policies over a 20-plus year outlook. The Urban-County Council is considering changes to the draft document approved by the Planning Commission. The Council is expected to approve the final document by the end of May. With less than 10 percent of vacant land inside the Urban Service Area available for development, pressure is increasing for the Urban County Council to consider growth outside the current boundary.

Median housing prices have skyrocketed 80% in 10 years, making it unaffordable for low-income workers, young professionals and essential workers to live here. Lexington had the seventh highest rent increase in the country last year. In recent years, Lexington has lost 1,500 jobs to surrounding counties with another 1,000+ in jeopardy of leaving due to a lack of available land for business expansion.

The city will soon be facing a revenue shortfall of tens of millions of dollars. The only recourse will be to raise taxes, cut services or both – unless we find more land for jobs.

Commerce Lexington continues to advocate for the Goals & Objectives to support a balanced approach to growth – one that prioritizes new land for affordable housing opportunities for all and job creation and strategically focuses growth in the areas in close proximity to the interstate with available infrastructure.

## 2023 Legislative Session Wrap-Up

State legislators concluded the 2023 30-Day Regular Session of the Kentucky General Assembly on March 30. Legislators dealt with a wide range of policy issues during the “short session,” including the following bills of interest to the business community.

- **HB 1** lowers the state's personal income tax rate to 4.5 percent in 2023 and 4 percent in 2024. **HB 360** also passed and is a tax reform clean-up bill with clarifying language requested by the Kentucky Department of Revenue related to how the sales tax is applied to certain services covered under the **HB 8** reform bill passed in 2022 and includes language allowing small businesses structured as pass through entities to deduct a greater share of the state and local taxes (SALT) from federal income tax liability.
- **HB 5** phases out the anti-competitive bourbon barrel tax on distilleries in Kentucky over several years to help support increasing economic growth and jobs in this sector.
- **SB 54** expands eligibility of KEES scholarship funding to proprietary schools & other short-term training programs (i.e., welding, CDL, plumbing).
- **HB 200** provides education incentives to help increase the healthcare workforce.
- **HB 248** helps those in recovery by establishing statewide minimum standards for recovery housing in Kentucky.
- **HB 594** bans “gray machines,” unregulated video gaming machines with cash payouts.
- **HB 551** legalizes sports betting in Kentucky on licensed websites and phone apps, as well as horse racing tracks & the Kentucky Speedway.



# They lecture. We talk.

### Start your **Better Life**

in smaller classes at about half the tuition cost of other institutions.

[bluegrass.edu/BetterCollege](http://bluegrass.edu/BetterCollege)

Bluegrass Community and Technical College is an equal educational and employment opportunity institution.





# 2023 Leadership Visit Set For Grand Rapids, Michigan, June 5-7

PRESENTED BY



PLATINUM SPONSORS



OPENING NIGHT RECEPTION SPONSOR



BRIEFING BOOK SPONSOR



Commerce Lexington is pleased to announce that the **2023 Leadership Visit presented by Central Bank & Trust Co.** will take us to Grand Rapids, Michigan, June 5 - 7, 2023. This centrally located community is a hub for research, innovation and boasts a thriving regional economy. While Grand Rapids is consistently ranked among the top cities in which to live and work, its success has been no accident. Community leaders have been very intentional about improving the city in areas like the medical field, the tech industry, housing, tourism, the arts, and much more.

During the trip, we'll visit the Steelcase headquarters, which features a Learning & Innovation Center where people from around the world gather to create the future of work. We'll hear how Grand Rapids has expanded its health care industry through the growth

of the Medical Mile, and plans to become a major tech hub in the Midwest by growing 20,000 new tech jobs over the next 10 years. In addition, representatives from Grand Action 2.0 will discuss how they are convening key business leaders to foster public-private collaborations to create transformational projects in Grand Rapids. Join us as we explore the stories that have made Grand Rapids what it is today, while writing Lexington's own story of success.

### TO REGISTER:

Registration is available at [commercelexington.com](https://commercelexington.com) for the Leadership Visit to Grand Rapids, Michigan. Full registration includes charter air travel, meals as outlined in the agenda, and two nights' accommodations at the JW Marriott.

**NAME BADGE SPONSOR:** Wyatt Tarrant & Combs, LLP

**WIFI/TEXT ALERT SPONSOR:** Hanna Resource Group

**CHARGING STATION SPONSOR:** Kinetic by Windstream

**GOLD SPONSOR:** Stoll Keenon Ogden PLLC

**BANK DINNER SPONSORS:** Central Bank & Trust Co. | City National Bank | Community Trust Bank | Field & Main Bank | Fifth Third Bank | Forcht Bank | PNC Bank | Republic Bank & Trust Co. | Stock Yards Bank & Trust | Traditional Bank | WealthSouth | WesBanco Bank



We are proud to support **Commerce Lexington 2023**

LEXINGTON **HERALD-LEADER**

**KENTUCKY.COM**  
OUR COMMUNITY. YOUR STORY.



## Transylvania, LiveWell Training Club Co-Sponsor Next Business Link Showcase Your Business & Build Your Client Base by Reserving Exhibit Space

**CO-SPONSORED BY**



**TRANSYLVANIA  
UNIVERSITY**

**LiveWELL**

Kick your summer networking into high gear by networking or exhibiting at the next Commerce Lexington **Business Link event co-sponsored by Transylvania University and LiveWell Training Club** on **Thursday, June 22**, from 4:00 - 6:00 p.m. at Transy's recently-opened William T. Young Campus Center on the corner of North Broadway and Fourth Street. Bring plenty of business cards, and be ready to network your way to success, while learning more about Transylvania University and LiveWell Training Club.

### ABOUT THE VENUE:

Transylvania's campus center opened in 2020 and has bright, welcoming areas for business meetings, conferences and events. The William T. Young Campus Center is a 97,710-square-foot building that includes 61,400 square feet of new construction and 36,310 square feet of renovated space. The expansive event and meeting spaces (pictured at right) boast up-to-date technologies and are available for a competitive rental fee to external partners and local organizations.

### TO REGISTER:

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




When we hold the torch to light another woman's path, we brighten our own.

*Join Us  
On The Path!*

**REGISTER • SPONSOR • EXHIBIT**  
[www.womenleadingky.com](http://www.womenleadingky.com)



*Join Us!*  
**23rd BUSINESS & LEADERSHIP CONFERENCE**  
May 17, 2023 | Marriott Griffin Gate | 8:45am-2:30pm

PRESENTING SPONSOR  
**TOYOTA**  
KENTUCKY

Women Leading Kentucky intentionally engages all women through partnerships and innovative programming to advance leadership excellence.



Morning Keynote  
Coach Kyra Elzy  
University of Kentucky

*A Panel of  
Path Lighters!*

Gina Greathouse  
Commerce Lexington

Darlene Thomas  
GreenHouse 17

*... and others!*

**LIVE 45**

Experts answer your most significant obstacles or concerns in 45-minute sessions.

Making the Ask: The Art of Successful Fundraising • Promoting Self-Harmony  
Negotiation is a Life Skill - Not Just a Way to Buy a Car  
Career Pivots: A Purposeful Shift in a New Direction • Owning Your Accomplishments  
Taking Your Business to the Next Level with Marketing





## May 16th @330 Series Event: Mastering the Art of Prospecting

Sales presentation expert Patricia Fripp once said, "Master prospecting and you'll be the master of your sales destiny." But, how do you know if you're prospecting in a way that will maximize your time, increase sales, and produce valuable connections? There are proven prospecting strategies that can be used by anyone.

During the next Commerce Lexington **@330 Series presented and hosted by 46Solutions** on **Tuesday, May 16**, from 3:30 - 5:00 p.m. at the 46Solutions' showroom (161 Lexington Green Circle, Suite 140), David Kelly, CEO of Growth Solutions Team, returns to cover prospecting topics such as:

- Know your numbers
- What's holding you back?
- Time management: Protecting the golden hours
- Purpose of prospecting
- "Own" your CRM
- Message matters
- Turning around objections



DAVID KELLY

### ABOUT THE SPEAKER:

David Kelly is the CEO of Growth Solutions Team, which provides businesses the advisory, consulting, leadership development, professional sales training, coaching and accountability services to individuals and teams. David began his career as a small business owner and partner with Insurance Marketing Concepts. The firm of 400+ agents was sold five years in. He spent the bulk of his career as the CEO of Liberty Mortgage. He served his country in the Marine Corps, and has been active in the community through involvement in Rotary and coaching youth sports.

### 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](http://commercelexington.com).

### PRESENTED BY



### @330 SERIES:

#### IN-PERSON EVENT

**WHEN:** Tuesday, May 16

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

**TOPIC:** Art of Prospecting

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

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

大成 DENTONS

## We Know Cannabis

Local. National. Global. Wherever you need us.

With a deep well of experience in the cannabis industry, Dentons can advise Kentucky clients on state licensure applications, lending transactions, securities offerings and other corporate transactions.



Hannah King



Eric Berlin



Michael Holtz



Bailey Roesse



Ross Cohen



Jason Ams



Brent Eisele

Grow | Protect | Operate | Finance

[dentons.com](http://dentons.com)



## Member Discount on Workers' Compensation Insurance Introduced

Commerce Lexington is pleased to offer another member savings opportunity. Through a partnership with ClearPath Mutual and the Kentucky Chamber of Commerce, Commerce Lexington member businesses of all sizes can receive a 10-percent discount on their workers' compensation insurance cov-



erage. This discount offer is available to both new and existing ClearPath customers, provided they are members in good standing

with Commerce Lexington within 30 days of the policy effective date. ClearPath Mutual has approximately 7,100 policyholders and nearly \$50 million in premiums, making it one of the largest and most financially stable providers of workers' compensation in Kentucky. The company has an AM Best Rating of "A-" (Excellent) with Stable Outlook.

**TOPS**  
*June*

FEATURE YOUR BUSINESS IN:

- Meet the Doctors
- Wellness & Beauty Professionals

*Get in Touch!*

[ADVERTISING@TOPSMARKETING.COM](mailto:ADVERTISING@TOPSMARKETING.COM)

**DO YOU DO BUSINESS IN LOUISVILLE?**  
Ask us how you can be seen in the metro with TOPS Louisville magazine!

### QUALIFICATIONS:

- Must be a member in good standing within 30 days of the policy effective date.
- Minimum of 3 years in business, or management experience.
- Experience modification factor of 1.30 or less.
- Cooperation with Loss Prevention services.
- All other existing Underwriting Guidelines prevail.

### OTHER DETAILS:

- Existing ClearPath Mutual policyholders are eligible at their renewal.
- It is the responsibility of the agent to notify ClearPath if the policyholder is a member of any participating chamber.
- Once applied, you will see the discount listed in the premium calculation under "Association Discount."

### CONTACT:

If it is time for your company to renew your workers' compensation insurance, make sure you're getting the most out of your membership! For more information, contact Dawn Flickinger at 859-226-1609 or [dflickinger@commercelexington.com](mailto:dflickinger@commercelexington.com).



We're here, when it matters most.

Chamber Members **Save 10%** on their Workers' Comp with ClearPath Mutual



Contact Commerce Lexington to Learn More!  
Dawn Flickinger | [dflickinger@commercelexington.com](mailto:dflickinger@commercelexington.com) | (859) 254-4447

Discount applies to new & existing business with ClearPath; simply request your insurance agent to add the discount.





## Emerging Leaders of the BG Kicks Off New Year of Programming

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 late April, Emerging Leaders of the Bluegrass kicked off a new year of programming with an outing at Keeneland. During the exclusive event for passholders, participants enjoyed an afternoon of Thoroughbred racing, learned how Keeneland racing and sales fit within the national and global equine market, met with a Keeneland BETologist, and toured the grounds with a Keeneland guide.



*In March, participants took part in a workshop facilitated by ExecuTrain focusing on Understanding How Your Body Language Impacts Your Communication.*

### 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 about Emerging Leaders of the Bluegrass, visit [www.emergingleadersbg.com](http://www.emergingleadersbg.com).

### SCAN TO LEARN MORE:



### PRESENTED BY



### SILVER SPONSORS:

- Blue & Co.
- Blue Grass Community Foundation
- Commonwealth Credit Union
- LG&E & KU
- MELIA Realty Group
- Traditional Bank

### PROFESSIONAL DEVELOPMENT SPONSOR:

ExecuTrain

### MEDIA SPONSOR:

Mahan Multimedia

## New Members Sought for Emerging Leaders Steering Committee

Emerging Leaders Steering Committee members recently met to conduct an After Action Review of the 2022-23 program to learn what went well, what did not go well, what could be improved and what may need to be added. Individuals also committed to work on one of the following sub-committees to come up with program ideas and help organize events: Professional Development, Community Education and Mentoring. If you or someone you know would be a good fit for the Emerging Leaders Steering Committee, contact Amy Stout at (859) 226-1610 or [astout@commercelexington.com](mailto:astout@commercelexington.com).



HIGH QUALITY VIDEO + EVENT PRODUCTION  
WORLD CLASS PRODUCTION



859.977.5846 | [STUDIO46MEDIA.COM](http://STUDIO46MEDIA.COM)



**SCHEDULE A PRIVATE TOUR TODAY!**

22,000 sq.ft • 3 studios • Green Room • Edit suites



# Leadership Central Kentucky Explores Uniqueness of Woodford Co.

PRESENTED BY



PLATINUM SPONSORS



SILVER SPONSORS:

- Ale-8-One
- Bluegrass Community & Technical College
- Bluegrass Hearing Clinic
- Community Ventures Corporation
- Country Boy Brewing

## Recap by Laurel Hostetter, Life Adventure Center

In March, Leadership Central Kentucky met in Woodford County! The group started the day at Life Adventure Center in Versailles, where we learned about the organization's mission of building resilience through trauma-informed outdoor adventures. At Life Adventure Center, we enjoyed team building activities and met some horses. Finally, we heard from one of our classmates, Ashlee Holt, about her journey to find a kidney donor.

We then traveled to Ruggles Sign Company, where we heard about its rich 70-year history in Central Kentucky and the truly international reach of their work today, as their signs are in malls and stores across the globe.

We had lunch at the Woodford County Library, where we heard from Midway Mayor Stacey Thurman, alongside Versailles Mayor Brian Traugott, about the success of county-wide partnerships and their thriving downtowns. Lunch was catered by Spark Community Café, which provides farm-to-table meals to all their guests, regardless of their ability to pay.

After lunch, we toured many new downtown Versailles projects, including the new Woodford Hotel, as well as a new hotel and distillery from the owners of local favorite the Amsden, and Vollozzi's – a new Italian restaurant coming this summer.

We ended the day at the Kentucky Castle,



where we took part in a tour and heard about its storied history and the many partnerships that make their work possible. Finally, we enjoyed a bourbon tasting from Bluegrass Distillers and a wine tasting from Equus Run vineyards – both based in Midway.

## 2023-24 Leadership Central KY Applications Open May 1

Applications open May 1st for the 2023-24 Leadership Central Kentucky program. Individuals from the following counties are invited to apply for this regional leadership development program: Bourbon, Clark, Fayette, Franklin, Jessamine, Madison, Scott, and Woodford. Applications are **due by June 15, 2023**. Go to [www.leadershipcentralkentucky.com](http://www.leadershipcentralkentucky.com).



HD1: 91.3FM ○ HD2: Essential Classics ○ HD3: BBC World Service



Where thought-provoking conversations begin...

From our award-winning local news coverage to your home of musical discovery during Rock & Roots to the entertaining and informative NPR programs.

Listen at home, in your car, on your smart speaker, or stream us online or through your smartphone or tablet. We are here for you anytime and anywhere.





## Leadership Lexington Class Tackles Topic of Inclusive Excellence

### Recap by Unique Young-Nutter, University of Kentucky College of Pharmacy

Leadership Lexington tackled the world of inclusive excellence during its Diversity, Equity, Inclusion, Access and Belonging Day for the month of April. The day began with a stellar workshop presented by Al Cornish of Sutherland & Associates where Cornish dived into the heart of the topic by breaking down the various barriers and roadblocks associated with DEI work. He also facilitated a great discussion surrounding the key differences between equality and equity and what it means to be advocates of both. It's extremely important to fully understand key components of diversity work and how they intersect throughout our daily lives.

Following the workshop, the group then learned about the story of Kate Boudreaux, a UK college student who navigates the world with down syndrome and has done so gracefully. Her parents, Kerry and Karen Boudreaux, also shared their story of advocating for their child and going after the specific support that was needed for Kate to be successful. The group was left inspired and hopeful after their story of triumph. Next up was the Religious Roundtables activity. In a speed dating style, members were able to learn about ten different religions currently being practiced in Lexington. These religions included Catholicism, Buddhism, African American Christian Tradition, Hinduism and many others. It was good to fellowship with all the various leaders and learn about their beliefs.

To wrap up the day, the group traveled to the historic Lyric Theatre and participated in a SafeZone workshop facilitated by J'Lissabeth Faugh from the



Leadership Lexington class members heard a presentation by Al Cornish of Sutherland & Associates during Diversity Day. (Photo by Mahan Multimedia)

University of Kentucky. We received a very informative presentation about the LGBTQIA+ community and ways in which the community could receive support and allyship. The afternoon ended with a discussion panel centered on racial justice and equality. We were joined by Mark Green from the Lane Report, Vice Mayor Dan Wu, and our very own Tiffany Michelle Brown from LFUCG. Moderated by Transylvania University's Vice President of Diversity and Inclusion, Dr. Deidra Dennie, the panelists gave their raw and transparent viewpoints on the current equity and equality challenges that our city is facing and what the community can do to help.

**NOTE: This includes excerpts of the full article. To read the recap in its entirety, visit [www.leadershiplexington.com](http://www.leadershiplexington.com).**

PRESENTED BY



ORIENTATION SPONSOR



MEDIA SPONSOR



PLATINUM SPONSORS



NAME BADGE SPONSOR:

Republic Bank & Trust

GOLD SPONSORS:

Blue Grass Community Foundation

LG&E & KU

Transylvania University

BREAKFAST SPONSOR:

McGregor & Associates

HISTORY SPONSOR:

LEX History

## Applications for 2023-24 Leadership Lexington Program Due by May 15th

Applications for the 2023-24 Leadership Lexington program are available now at [www.leadershiplexington.com](http://www.leadershiplexington.com). This leadership development program is sponsored by Commerce Lexington and directed toward individuals who demonstrate leadership qualities. Since 1979, this popular program has been giving participants the opportunity to better understand our city and to prepare for the challenges it faces by meeting with and learning from our leaders.

Class members meet in different locations around the area each month from August through June with a major program topic covered by knowledgeable speakers and panels, tours, group activities, demonstrations, and class discussions. Leadership Lexington class members also participate in a class project, which is the crucible where individuals practice and apply leadership skills in a small-group experience, while working on a community project.

Completed **applications are due by Monday, May 15, 2023**. Residents and individuals who work in the Lexington area are eligible to apply. Applicants must be employed by firms that are active members of Commerce Lexington. Contact Amy Stout with questions at [astout@commercelexington.com](mailto:astout@commercelexington.com).



Leadership Lexington is an 11-month program that includes an overnight Orientation in August followed by full-day sessions each month from September until June. (Photo by Mahan Multimedia)



# WELCOME NEW MEMBERS

New Commerce Lexington Inc. Members From March 13 to April 18, 2023

## **ADT Security Services**

*Security Systems*  
Main Contact: Elvina Piard  
2456 Fortune Dr., Ste. 90, Lexington, KY 40509  
Phone: (859) 487-1089  
www.adt.com

## **Anderson & Rodgers Construction**

*Construction*  
Main Contact: Brent Anderson  
170 Prosperous Pl., Lexington, KY 40509  
Phone: (859) 309-3021  
www.andersonandrodgers.com

## **Andy's Frozen Custard**

*Restaurants*  
Main Contact: Carolyn Handtke  
2800 Richmond Rd., Lexington, KY 40509  
Phone: (859) 687-6474  
www.eatandys.com

## **Appalachian Regional Head and Neck Center**

*Medical Services*  
Main Contact: Kathy Mongiardo-Thacker  
200 Medical Center Dr., Suite 2 N  
Hazard, KY 41701  
Phone: (606) 439-4466

## **Arena Strength & Performance**

*Health & Wellness*  
Main Contact: Lizabeth Arena  
1183 Brock McVey Drive, Suite D  
Lexington, KY 40509  
Phone: (859) 533-1684  
www.Wellnesswithapurposejaneapp.com

## **Bank of England Mortgage**

*Mortgages*  
Main Contact: Darren Bronski  
444 Lewis Hargett Circle, Suite 220  
Lexington, KY 40503  
Phone: (859) 217-2202  
www.boekentucky.com

## **Berner Pest Solutions**

*Pest Control*  
Main Contact: Trent Berner  
2249 Shaker Run Rd., Lexington, KY 40509  
Phone: (859) 880-1519  
www.bernerpest.com

## **Big Red Contracting LLC**

*Construction - Restoration*  
Main Contact: Jessica Smith  
296 Leawood Dr., Frankfort, KY 40601-4467  
Phone: (502) 395-8804  
www.Bigredcontractingky.com

## **Bluegrass Parkinson's Alliance**

*Non-Profit Organizations*  
Main Contact: Laura Soldato  
P.O. Box 4424, Lexington, KY 40544  
Phone: (859) 428-8627  
www.parkinsonslexington.com

## **Central Kentucky Eyecare**

*Optometrists*  
Main Contact: Maria Hughes  
3221 Summit Square Pl., Ste 200  
Lexington, KY 40509  
Phone: (859) 303-6464  
www.centrankentuckyeyecare.com

## **Chaotic Good: Coffee, Comics & Games**

*Coffee Shop/Restaurant*  
Main Contact: Alex Campe  
545 S. Broadway, Suite 160  
Lexington, KY 40508  
Phone: (859) 303-8668  
www.chaoticgoodlex.com

## **DartPoints**

*Information Technology*  
Main Contact: Ben Baker  
302 West Third St., Suite 400  
Cincinnati, OH 45202  
Phone: (859) 828-3278  
https://dartpoints.com

## **Elizabeth Elkinson M.D. PLLC**

*Medical Services*  
Main Contact: Dan Elkinson  
3217 Summit Square Place, Suite 150  
Lexington, KY 40509  
Phone: (859) 537-2514  
www.elizabethelkinson.com

## **Floors for Living**

*Floor Coverings*  
Main Contact: Jamie Guszak  
3178 Richmond Rd., Lexington, KY 40509  
Phone: (502) 509-9415  
www.floorsforlivingky.com

## **Friends of Coal**

*Associations*  
Main Contact: Aaron Bond  
880 Corporate Drive, Suite 101  
Lexington, KY 40503  
Phone: (859) 233-4743  
www.friendsofcoalky.com

## **Glenn Lundy, LLC**

*Training and Coaching*  
Main Contact: Leslie Lundy  
541 Darby Creek, Suite 270  
Lexington, KY 40509  
Phone: (859) 707-1088  
www.glennlundy.com

## **Granite Galleria**

*Construction*  
Main Contact: Sandy Guzman  
1135 Versailles Rd., Lexington, KY 40508  
Phone: (859) 303-5057  
www.granitegalleriakentucky.com

## **The Headley-Whitney Museum**

*Museums*  
Main Contact: Christina Bell  
4435 Old Frankfort Pike, Lexington, KY 40510  
Phone: (859) 255-6654  
www.headley-whitney.org

## **HMB Professional Engineers, Inc.**

*Engineers-Consulting*  
Main Contact: Rob Dowler  
101 Helm Street, Suite 170  
Lexington, KY 40505  
Phone: (502) 695-9800  
www.hmbpe.com

## **Hydreight Lex**

*Health & Wellness*  
Main Contact: Kylie Skaggs  
2921 Cedarcrest Dr., Lexington, KY 40517  
Phone: (479) 366-5234  
www.hydreightlex.com

## **Ideal Image**

*Health & Wellness*  
Main Contact: Katie Olsen  
2300 Sir Barton Way, Suite 140  
Lexington, KY 40509  
Phone: (859) 399-6184  
www.idealimage.com

## **Jack Brown's Beer & Burger Joint**

*Bar*  
Main Contact: Zach Deshock  
155 N. Limestone, Lexington, KY 40507  
Phone: (859) 810-4150  
www.jackbrownjoint.com/locations/lexington-ky

## **Jostin Construction**

*Construction*  
Main Contact: Josh Smitherman  
2335 Florence Ave., Cincinnati, OH 45205  
Phone: (513) 824-9450  
www.jostinconstruction.com

## **The King's Helper, Inc.**

*Plumbing Contractors*  
Main Contact: Teresa Slone  
846 Angliana Ave., Lexington, KY 40508  
Phone: (859) 233-1970  
www.kingshelper.com

## **Lexington Podiatry**

*Physicians & Surgeons, Podiatry*  
Main Contact: Brooke Bailey  
2700 Old Rosebud Road,  
Suite 110 & 250  
Lexington, KY 40509  
Phone: (859) 264-1141  
www.lexpodiatry.com

## **Lighthouse Ministries**

*Non-Profit Organizations*  
Main Contact: Tay Henderson  
190 Spruce Street,  
Lexington, KY 40507  
Phone: (859) 312-8321  
www.lighthouselex.org

## **Manpower**

*Employment Services*  
Main Contact: Rhonda Woody  
100 Regency Point Path,  
Suite 120 B, Lexington, KY 40503  
Phone: (859) 268-1331  
www.Manpowerlexington.com

## **Nesco Resource**

*Employment Services*  
Main Contact: Jennifer Bryant  
651 Perimeter Dr., Suite 190  
Lexington, KY 40517  
Phone: (859) 266-1212  
www.nescoresource.com

## **Revolution Health and Wellness**

*Health & Wellness*  
Main Contact: Ashley Meece  
121 Prosperous Place, Ste 13A  
Lexington, KY 40509  
Phone: (859) 412-1519  
www.revolutionhealthky.com

## **Southern Petroleum**

*Gas Stations*  
Main Contact: Chelsey Benkner  
15 Dogpatch Trading Center  
London, KY 40741  
Phone: (606) 864-6426  
https://londonautotruckcenter.com

## **Spencer Law Group**

*Attorneys*  
Main Contact: Colina Ford  
2224 Regency Rd., Lexington, KY 40503  
Phone: (859) 252-4357  
www.spencerlawgroup.com

## **Tru Life Real Estate**

*Real Estate*  
Main Contact: Adnan Yousef  
1406 North Forbes Rd., Lexington, KY 40511  
Phone: (859) 785-1986  
www.TruLifeRealEstate.com

## **Vescio's Sportsfields, Inc.**

*Athletic Complex*  
Main Contact: Lee Vescio  
901 Old Todds Road, Lexington, KY 40509  
Phone: (859) 269-7633  
www.sportsfields.com



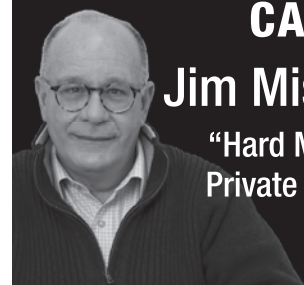
# Solution Lending

Solving investor problems for over 40 years.

CALL

Jim Mischner

"Hard Money"  
Private Lender



(859) 806-1932



# PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones



**Central Bank & Trust Co.** President and CEO, **Luther Deaton**, recently marked 45 years of service with the bank. His career at Central Bank began in 1978 as a teller, and he became president and CEO in 1996. Luther has been a steadfast supporter of Lexington and Central Kentucky with positive impacts in the areas of economic development, public policy, fundraising, leadership, education, healthcare and more.

The **City of Lexington** was recently recognized with a Special Achievement in Geographic Information Systems Award at one of the nation's top technology conferences. The Esri User Conference is the country's largest GIS conference, and it features the latest advances in geographic information system technology. Geographic Information Systems (GIS) is a set of tools used to store, visualize, and analyze location-based data.

**Community Ventures** has been awarded \$2.478 million in funding through the Equitable Recovery Program (ERP), an initiative of the U.S. CDFI Fund aimed at strengthening the ability of CDFIs to help low- and moderate-income communities recover from the COVID-19 pandemic and invest in long-term prosperity.

**FOX56** recently launched a new local lifestyle show, *LIVE FROM CHEVY CHASE*, hosted by The Kentucky Tastebuds, **Tamara Schneider** and **Leigh Jordan**, who brought their successful radio show to FOX 56. The station also added the FOX Morning News at 9:30 a.m. anchored by **Krista Spadaccini** and Chief Meteorologist **Justin Logan**.

**Haymaker Company**: **Josh McCurn** has been named as director of business development and communications. He will be responsible for developing strong communication ties within the development community and helping grow the Haymaker team, while managing the company's marketing, public communications, and business development.

**Roderick "RJ" Sherman**, operational excellence manager for **Kentucky American Water**, recently graduated from Duke University's Water Innovation Leadership Development (WILD) executive education program, which introduces mid-career water

and wastewater managers to new approaches and resources for dealing with some of the most pressing issues facing the water services sector today.

**The Living Arts & Science Center, Inc.** (LASC) announced the promotion of Gallery and Operations Director **Jeanette Tesmer** to the role of Executive Director. Tesmer advances into the senior leadership position following an extensive search led by members of the LASC board and local community leaders.

**McBrayer PLLC**: **Keeana Sajadi Boarman** has been named the newest member of the firm's Executive Committee, which also includes **Jaron Blandford**, **Mary Estes Haggin**, and Managing Member **James H. Frazier, III**.

**McBrayer PLLC** announced a new collaboration with economic development consultant **Bob Helton**, which will bolster the firm's economic development tools and resources available to companies looking for incentives to relocate or expand within Kentucky. Helton was most recently the former Chairman of the Kentucky Association of Economic Development.

**Mediocre Creative** has added **Haley Barlow** as production manager. In March, Mediocre received several American Advertising Awards, including Best in Show: Design, Best in Show: Public Service, as well as a Gold and Silver ADDY Award.

**Stites & Harbison, PLLC** welcomed attorney **Caroline A. Augenstein** to the firm's Lexington office in the Construction Service Group.

*The Patent Lawyer Magazine* has named **Stites & Harbison, PLLC** to the 2023 Top 10 Patent Firms and IP Practices in North America – South list. This is the firm's second year being honored on the list, which is based on a variety of criteria, such as recent legal achievements, recognition by third party rankings and honor directories, client testimonials, regular articles or presentations on timely topics and active participation in intellectual property organizations.

**Strand Associates** of Lexington earned a National Recognition Award for exemplary engineering achievement in the American Council of Engineering Companies' (ACEC) 56th annual Engineering Excellence Awards (EEA) for design improvements to the Second Street/U.S. Route 60 Corridor in Frankfort, Kentucky. The project is among 179 EEA entries this year representing engineering excellence from throughout the nation and the world.

**Synergy Home, LLC** of Lexington recently acquired Sorg Heating and Cooling, LLC, extending its services to the Frankfort area. **Brandon Sorg**, the third generation owner, will remain involved with both Sorg and Synergy Home as a residential estimator at the Frankfort headquarters under the direction of **Tom Wunderlich**, the company's longtime general manager.

**Vaughn Hall, PLLC** recently welcomed **Ty Konopinski** as operations manager/accountant.

**Nancy Wisner**, president of **Wiser Strategies**, was selected by the University of Kentucky (UK) College of Communication and Information (CI) as the recipient of the 2022-23 Outstanding Alumnus of the Year Award. This award recognizes one alumnus each year who has demonstrated career success and professional accomplishments, as well as service to their community, UK, and CI.

**WUKY 91.3FM** welcomed **Dr. Abeni El-Amin** as its diversity, equity, inclusion, and belonging (DEIB) consultant. She will be responsible for managing WUKY's DEIB initiatives, including training, planning, and station activities, as well as the the creation of a DEIB Community Advisory Board and implementation of Public Media For All's Action Items.

## 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.



Commerce Lexington Inc.  
330 East Main Street, Suite 100  
P.O. Box 1968  
Lexington, KY 40588-1968

Periodical  
Postage PAID  
at Lexington,  
Kentucky

## COMMERCE LEXINGTON CALENDAR OF EVENTS

### MAY 2023:

- 3** **Business Link** presented by **Guide Realty** (1591 Winchester Rd., Ste. 104), 4:00-6:00 p.m. - **SEE PAGE 12**
- 11** **Leadership Lexington** presented by **McBrayer PLLC**: Equine Day Session.
- 15** **Applications due for the 2023-24 Leadership Lexington program.** - **SEE PAGE 17**
- 16** **Member Mixer**, 10:00 - 11:15 a.m. via Zoom.
- 16** **@330 Series** presented by **46Solutions**, 3:30 - 5:00 p.m. at 46Solutions (161 Lexington Green Circle, Suite 140). - **SEE PAGE 13**
- 17** **Leadership Central Kentucky** presented by **LG&E & KU Energy**: Reflection Day.
- 29** Commerce Lexington offices closed in observance of Memorial Day holiday.

### JUNE 2023:

- 5-7** **Leadership Visit** presented by **Central Bank & Trust Co.** to Grand Rapids, Michigan. - **SEE PAGE 11**
- 8** **Leadership Lexington** presented by **McBrayer PLLC**: Graduation Day.
- 15** **Applications due for the 2023-24 Leadership Central Kentucky program.** - **SEE PAGE 16**
- 22** **Business Link co-sponsored by LiveWell Training Club & Transylvania University**, 4:00 - 6:00 p.m., at Transy's new William T. Young Campus Center. - **SEE PAGE 12**
- 26** Deadline to submit applications for **2023 Salute to Small Business Awards** presented by **Forcht Bank**. - **SEE PAGE 7**

### JULY 2023:

- 4** Commerce Lexington offices closed in observance of Fourth of July holiday.
- 26-27** **Washington, D.C. Fly-In** presented by **Columbia Gas of Kentucky**. Register now! - **SEE PAGE 9**