

# Business Focus

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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



## Funai Microfluidic Solutions Relocates Business Unit HQ's to Lexington

Governor Andy Beshear and Lexington Mayor Linda Gorton recently gathered with Funai business leaders and dignitaries to celebrate the relocation of the high-tech firm's headquarters to Lexington from Osaka, Japan. We applaud the R&D work they conduct to enhance cutting-edge technology with practical applications in drug delivery, discovery

and diagnostics and are thrilled the Lexington location will now drive their global strategy. Our economic development team looks forward to continuing to work with Funai as they grow and provide quality high-tech jobs to our community and find innovative solutions in the field of life sciences. Welcome Funai Microfluidic Solutions!



## Economic Dev. Attends #LBXPinkBelt for Breast Cancer Awareness

In 2022, to show support for breast cancer awareness, LBX Company, headquartered in Lexington, manufactured Pink-Belt, a 15.2-metric ton Link-Belt 145 X4 excavator, and traveled the United States. In March 2023, Pink-Belt was auctioned at ConExpo, an international gathering that features the latest technologies and innovations for the construction industry. The auction raised a grand total of \$375,000 of which 100% will benefit local and national breast cancer awareness initiatives.

Commerce Lexington was honored to join LBX Company earlier this summer for their Pink-Belt Luncheon to recognize individuals and organizations supporting breast cancer awareness. Guest speakers included Mayor Linda Gorton, LFUCG, representation from National Breast Cancer Foundation, CHI St. Joseph Health Foundation, and Bob Quick, President and CEO of Commerce Lexington. On behalf of Commerce Lexington and our city, we appreciate LBX Company for its dedication to supporting the fight against breast cancer.

## Bluegrass Alliance Hosts Bourbon Tasting

On July 25, the Bluegrass Alliance hosted a bourbon tasting event at Hotel Clermont in Atlanta, Georgia. Members of the Bluegrass Alliance networked with guests and shared information about developments in their areas while enjoying a bourbon tasting from Castle & Key Distillery. Mr. Andy Luttner,

Director of Development, Retention, and Administration for the Kentucky Cabinet for Economic Development presented information about the Kentucky Product Development program to a group of 30 site selectors and economic development professionals.





## Tipman Locates in Lexington, KY

Tipman, a small Japanese company that manufactures and sells equipment for arc welding, has located in Lexington and joined the area business community with a sales and distribution office. Tipman's main customers are the automotive and construction industries. Kentucky's dominance in the automotive industry as well as Lexington's transportation network and low cost of doing business made the area an attractive choice for Tipman to grow its U.S. customer base. Welcome Tipman!

## Minority-Owned Business Certification Event

On July 19, Commerce Lexington's Community and Minority Business Development partnered with the Kentucky Chamber Foundation: Center for Diversity, Equity, and Inclusion and UK Supplier Diversity for Shop Conscious: Lexington Minority-Owned Business Certification Event. Sixty-four attendees were present, representing forty-five different businesses. Participants engaged in two mini sessions, presented by the Kentucky Finance and Administration Cabinet and also gained insight on the new electronic application from the Kentucky MWBE Certification Program. This event, which will travel throughout the commonwealth, is breaking down barriers for minority-owned businesses. To learn more about this event or how you can partner, visit [www.kychamber.com/DEICenter](http://www.kychamber.com/DEICenter).



## ECONOMIC DEVELOPMENT BY THE NUMBERS:

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

- New Business: 37** prospects interested in finding a new location or expanding in the Lexington area.
- Client Visits to the Lex. Area: 15**
- Existing Business Visits: 49**
- Existing Business Attempts: 85**
- Total Active Projects: 35**

## Commerce Lex. Supports OWL Foundation

The Opportunity for Work and Learning Foundation provides financial sustainability for the long-term success of Opportunity for Work & Learning (OWL). On July 20, Commerce Lexington participated in the OWL Foundation Golf Scramble held at the University Club of Kentucky. Event proceeds support OWL's efforts to impact lives and strengthen our communities by building a supported, inclusive, and sustainable workforce. Commerce Lexington's team included (pictured left to right): Harrison Bratton-Economic Development Intern, Council-At-Large, James Brown, Michael Baer, President of Fusioncorp, and Access Loan Volunteer, Vincent Smith. Our team had a great time for an even greater cause.



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## Regional Leaders Advocate for Central Kentucky During D.C. Fly-In

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On July 26-27, more than 40 regional business and community leaders traveled to the nation's Capital for the annual **Washington, D.C. Fly-In presented by Columbia Gas of Kentucky**. During the two-day visit, leaders met with members of Kentucky's Congressional Delegation and staff about priority issues to enhance regional competitiveness. In addition, participants had the opportunity to hear from various leaders and policy experts about key issues such as tax and regulatory reform, immigration and other workforce issues.

The group received a special visit from House Speaker Kevin McCarthy (California), and heard from Congressman Don Bacon (Nebraska) and Congressman Glenn "GT" Thompson (Pennsylvania). Special issue briefings covered hemp, electric vehi-

cles and hydrogen hubs, and the U.S. EDA Regional Tech Grant Opportunity. Finally, the delegation received updates from Sara Armstrong, Vice President of Federation Relations & Grassroots Advocacy, U.S. Chamber of Commerce, and Sheree Anne Kelly, President & CEO, Association of Chamber of Commerce Executives (ACCE).

The Bluegrass Region's D.C. Fly-In is organized by Commerce Lexington and the Central Kentucky Public Policy Group. Members of the Central Kentucky Policy Group are responsible for crafting the federal policy agenda each year. The group includes business, community and government leaders within the nine-county region of Bourbon, Clark, Fayette, Franklin, Jessamine, Madison, Montgomery, Scott, and Woodford counties.



Columbia Gas of Kentucky's Linda Rumpke

U.S. Senate Republican Leader Mitch McConnell

Congressman Morgan McGarvey

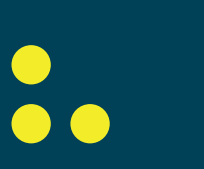


Congressman Andy Barr

Congressman Brett Guthrie

U.S. Senator Rand Paul

U.S. House Speaker Kevin McCarthy



# Nov. 29th Regional Summit to Help Build a More Competitive Region



2022 Regional Summit Photo by Mahan Multimedia

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**Presented by Community Trust Bank**, the 2023 Regional Summit on November 29 from 8:30 a.m. to 4:30 p.m. at the Hyatt Regency Lexington (401 W. High Street) will provide the opportunity for influential business, community, and local government leaders within our nine-county economic development region to come together and learn about how we can make Central Kentucky more economically competitive for jobs and talent. In a post pandemic world where businesses and people can live and work from almost anywhere, building a stronger region has never been more important.

During this full-day event, leaders will hear from Ted Abernathy with Economic Leadership about the annual economic update for the region, how our region is comparing to other competitor metros and trends for workforce and economic development. Leaders will also be engaged in sessions focused on the key "action

items" to building a more competitive region.

**Some of the topics include:**

- Learning about the region's opportunities for job growth with existing and emerging sectors
- Introduction to new regional brand identity, and talent marketing attraction strategy
- Advocating for policy changes to improve competitiveness, including an update on regional housing affordability and inventory.

Through this event, businesses and community leaders will better understand regional issues, and be engaged in solutions to build a more competitive region! The cost to attend is \$199 per person. For more information or to register, visit [commercelexington.com](http://commercelexington.com).

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Christine Van Tatenhove  
Owner

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*Steve Grossman, Baird Private Wealth Management*



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*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

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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 featured speaker is **Icy Williams**, Founder & CEO of Legacy83 Business Growth Wealth Coach. An accomplished business professional, she led the Procter and Gamble Corporate Supplier Diversity Initiative for 8 years. During that time, the department reached over \$2.3 billion in spending with minority and women-owned businesses. Icy is committed to small business development and driving economic empowerment to better the community where she works and lives. She also has experience in supply chain development, strategic planning, employee development and business processes that drive growth. Prior to founding Legacy 83 Business, Ms. Williams was



**ICY WILLIAMS**  
LEGACY83  
BUSINESS GROWTH  
WEALTH COACH

the President and CEO of ATMOS360, Inc. Air Systems Solutions, a manufacturing company that designed and built dust control products for global consumer manufacturing customers.

The Community & 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).

### MINORITY BUSINESS DEVELOPMENT PROGRAM SPONSORS:

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**CONTRIBUTOR:** Transylvania University

### 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)

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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**. **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** to reserve your space.

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### 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)

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# SALUTE TO SMALL BUSINESS



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## Business Community Celebrates Impact of Local Small Businesses

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At the Commerce Lexington **Salute to Small Business Awards Luncheon presented by Forcht Bank**, 46Solutions was named the 2023 Small Business of the Year. The recipient of this year's award in the Business Success Category, 46Solutions was chosen for the honor from three different category winners. The week-long celebration featured events, Facebook Live segments, and video vignettes that highlighted the category winners, including 46Solutions (Business Success Award), Children's Advocacy Center of the Bluegrass (Nonprofit Community Impact Award), Lexington Event Company (Entrepreneur Award), and You've Got Curls & Hair Loss Center (Minority Business Award).

Commerce Lexington Board Chair Cassidy Rosenthal (Stites & Harbison, PLLC), said, "Commerce Lexington's annual Salute to Small Business Awards program is the perfect opportunity for the

business community to come together, say thank you, and recognize our area small businesses that are so vital to our economy. This year's Category Award winners have overcome adversity, fundraising challenges, workforce issues, and the constantly changing economic landscape. We congratulate all of our award winners for this honor."

During the awards luncheon, each category winner was presented with their award on stage, culminating with the announcement of the new Small Business of the Year. In addition, Linda Griffin of Highbridge Springs Water and last year's Small Business of the Year Award recipient, made remarks and reflected on what it meant to be recognized by the business community. She said, "Not only do small businesses bring the economic success, but I believe they bring the character to areas."



**ABOVE:** Linda Griffin, Highbridge Springs Water, made remarks.



**ABOVE RIGHT:** Prior to the awards luncheon, Mayor Linda Gorton presented each award winner with a proclamation.

**RIGHT:** Forcht Bank President & CEO Tucker Ballinger announced the Small Business of the Year.

**FAR RIGHT:** Mayor Linda Gorton welcomed the crowd to the awards luncheon.





Left to right: Commerce Lex. Board Chair Cassidy Rosenthal, 46Solutions' Josh Dixon & Alex Blanton, and Forcht Bank Market President Houston Hall.

## 46Solutions Presented With 2023 Small Business of the Year Award

At the Commerce Lexington Salute to Small Business Awards Luncheon presented by Forcht Bank, 46Solutions was named the 2023 Small Business of the Year. The recipient of this year's award in the Business Success Category, 46Solutions was chosen for the honor from three different category award winners.

Established in 2019 by its parent company, the Davis H. Elliot Company and its vice president of I.T., Bob Fronk, 46Solutions provides three primary services – managed I.T. services, cybersecurity, and audio/video integration. As an employee-owned company, team members have a personal stake in the business, motivating them to serve customers better and go the extra mile to find solutions.

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.

Through a philosophy of servant leadership, the 46Solutions team is empowered to make a difference in the community by volunteering many hours of service to organizations such as Women Leading Kentucky, Bluegrass Crime Stoppers, Ronald McDonald House, Bluegrass Sportsmen's League, and more.

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 recently recognized as Best Home Entertainment company in WTVQ's Viewers' Choice Awards.

## You've Got Curls & Hair Loss Center Receives 2023 Minority Business Award

During the 2023 Salute to Small Business Awards Luncheon presented by Forcht Bank, You've Got Curls & Hair Loss Center was presented with the Minority Business Award. In 2012, Melanie Day established the business with a mission to provide personalized hair care solutions tailored to the unique needs of individuals with curls and hair loss. Its team of talented professionals shares a deep passion for celebrating diverse hair textures and empowering clients.



Left to right: Commerce Lex. Board Chair Cassidy Rosenthal, Melanie Day (You've Got Curls & Hair Loss Center), and Forcht Bank Market President Houston Hall.

Day and her team have collaborated with institutions like Eastern Kentucky University and the University of Kentucky to deliver specialized hair care educational programs, while the business was instrumental in recently 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.

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# SALUTE TO SMALL BUSINESS

## Lexington Event Company Receives Entrepreneur Award

Lexington Event Company is an event planning, consulting and management firm based in Kentucky but serving clients across the country. 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.

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. She has also been an advocate on behalf of small business both in Kentucky and nationally on topics like tax reform, sustainability, workforce re-entry, child-care, and hospitality industry guidelines. Congratulations to Lexington Event Company for receiving the 2023 Entrepreneur Award.



Left to right: Commerce Lex. Board Chair Cassidy Rosenthal, Kaelyn Query (Lexington Event Company), and Forcht Bank Market President Houston Hall.

## Children's Advocacy Center Honored With Nonprofit Award

Led by Executive Director, Winn Stephens, the Children's Advocacy Center of the Bluegrass works to reduce the trauma experienced by child survivors of sexual abuse. The center is modeled on the simple but powerful concept that positive results occur from coordination and collaboration between agencies and professionals.

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. Today, the Center consists of a 20-member staff that provides children with hope for a future free from abuse through its healing services. Congratulations to the Children's Advocacy Center of the Bluegrass for receiving the Nonprofit Community Impact Award.



Left to right: Commerce Lex. Board Chair Cassidy Rosenthal, Children's Advocacy Center Executive Director Winn Stephens, and Forcht Bank Market President Houston Hall.

## Ask Abby

### Q: ARE CERTIFICATIONS REALLY THAT IMPORTANT?

I've been researching financial firms lately and I see a lot of acronyms. AIF, CFP, CEFEX...I can't keep up with them all but I have to ask — are they really that important? Are these certifications something I should be looking at?

—Acronym Annie



### ABBY VAUGHN, AIF®

Business Development Director  
American Trust Wealth  
859-514-3345  
avaughn@americantrust.com  
www.americantrustwealth.com

### A: HI ANNIE:

This is a great question and I can say with certainty that yes, you should absolutely look at certifications when researching financial firms. The acronyms you are seeing are accreditations — proof that the firm is looking out for the best interest of its clients.

At American Trust Wealth, we choose to be a fiduciary. Simply stated, we put our clients first and we must always use a "prudent expert" standard of care. Our Fiduciary Investment Advisors hold multiple professional designations and are subject to continuing education standards within their fields.

Additionally, we have been recognized globally for our fiduciary oversight process. The Centre for Fiduciary Excellence (CEFEX) has certified all American Trust Wealth accounts as meeting its highest standard of Fiduciary Practices for Investment Advisors.

Being a fiduciary is the very cornerstone of our company. Our clients will always receive the highest standard of care. Reach out to us today to learn more about these acronyms and how you can put your trust in American Trust.

—Abby V.

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## Net90 Provides Unique and Effective Networking Opportunity

As a business professional or business owner, you often have limited time available for networking and generating leads, being pulled in many directions on any given day. You know that when you attend events - whether on-line or in person, you must maximize your networking time to get the biggest return on your time investment.

To help with your networking, Commerce Lexington's premier networking event called **Net90** - presented by Junkluggers and hosted by LexArts - gives members the opportunity to meet and interact with prime business contacts in a fun environment. Net90's fast-paced, intensive format will allow participants to give a 90-second pitch about their company to others and make valuable connections.

Join us on **Tuesday, October 10**, from 4:00 - 6:00 p.m. for this MEMBERS' ONLY event at LexArts (161 North Mill Street, Lexington).

### BECOME A TABLE SPONSOR:

Becoming a Table Sponsor provides a company representative the exclusive opportunity to moderate one of the tables during the Net90 event, as well as additional promotion in the marketing of the event. The cost of the table sponsorship is \$300.

### TO REGISTER:

The cost to participate in this exclusive Commerce Lexington Inc. MEMBERS' ONLY Net90 networking event is \$25 per person. Reserve your spot at [commercelexington.com](http://commercelexington.com). Registrations are limited to one attendee per company.



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## Emerging Leaders of the BG Expanding Local Leadership Capacity

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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. 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 (pictured above).



### 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).



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## @330 Series Presents 5 Human Skills That AI Will Never Replace

Artificial intelligence (AI) is certainly creating many opportunities and many challenges for the workforce and will continue to do so in the years and decades ahead. AI is ultra attractive for the speed, precision and efficiency it provides, but what if the limits of AI are actually creating an opportunity for you to excel in your career? Because of AI, your human skills — AKA your people skills and interpersonal skills — may actually have greater impact than you realize.

During the next Commerce Lexington **@330 Series presented and hosted by 46Solutions** on **Wednesday, November 8**, from 3:30 - 5:00 p.m. at the 46Solutions' showroom (161 Lexington Green Circle, Suite 140), Breakthrough Consulting's Founder and CEO, Debi Powell, will highlight the value of human skills for leaders and teams.



DEBI POWELL

### ABOUT THE SPEAKER:

As the Founder & CEO of Breakthrough Consulting, Debi partners with successful organizations to develop exceptional human beings and extraordinary teams. Since launching Breakthrough Consulting in 2021, she's brought people-centered expertise and solutions to a Fortune 10 company, government agencies, NCAA athletic programs, local non-profits and everyone in between. Debi earned her Master's in Education from the University of Kentucky and is an Accredited Enneagram Practitioner, Certified Health & Well-being Coach, and volunteer jail chaplain. She's known for her authenticity, leadership expertise, and travel adventures – as well as her ability to turn strangers into friends. Debi lives in Lexington, Kentucky where she talks about basketball way more than the average person.

### @330 SERIES EVENT:

**WHEN:** Wednesday, November 8

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

**TOPIC:** 5 Human Skills That AI Will Never Replace

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

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

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

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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.

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- 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).



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





## 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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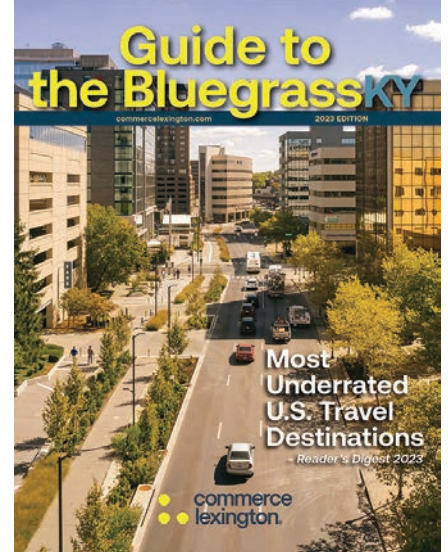
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## Reach Area Newcomers By Advertising in the 2024 Guide to the Bluegrass

Commerce Lexington's *Guide to the Bluegrass* is focused on making a family's transition to the area an easier one. It contains overviews of the city, educational options, hotels, things to do and major attractions, health care, how to get around, shopping & dining opportunities, retirement communities, and a newcomer's guide that highlights how to set up your utilities, find libraries, voter and auto registration, and pet information.

The *2024 Guide to the Bluegrass* is a great opportunity to reach families as they first arrive in the community. Copies are distributed by Commerce Lexington, realtors and real estate companies, banks, hospitals, schools, restaurants, major area employers & more.

As the area's main newcomer publication, the *Guide to the Bluegrass* is often a family's first impression of the region. Whether searching on-line or requested by mail, Commerce Lexington Inc. is the first stop for people in the process of relocating to Lexington. Remember, new residents to the area are starting over and need to find new schools, physicians, pediatricians, dentists, homes and apartments, fitness clubs, contractors, pet stores and veterinarians, in-



surance, landscapers, moving companies, cleaning services, banks and more.

### INTERESTED?

For advertising information inside the 2024 publication, contact Dawn Flickinger at [dflickinger@commercelexington.com](mailto:dflickinger@commercelexington.com). Take advantage of early-bird discounts until October 15, 2023.



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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 Humana HealthSolutions program as another option for Commerce Lexington members to lower their health insurance costs.

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 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 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.”

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### **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).



## NEW SERVICE: Commerce Lex. Adds Human Resources Peer Groups

Commerce Lexington is pleased to announce new Peer Group programming with the addition of a Human Resources Peer Groups. Commerce Lexington's HR Peer Groups serve as a safe space for Lexington area, senior-level, human resources professionals to share best practices and discuss challenges and trends within the HR profession. Small cohort groups of 6-8 members will meet monthly for focused discussion and information sharing with a goal of building mentor/mentee relationships. Peer moderators will lead group discussion and maintain discussion structure. A confidentiality agreement is required for attendance.



### Group Details and Requirements:

- Groups will contain 6-8 members.
- Group members must be active members of Commerce Lexington.
- Only senior-level HR professionals are eligible.
- Peer moderators/facilitators will lead group discussion and maintain structure.
- A confidentiality agreement required for attendance to enable trust and candid discussion.
- Prospective group members must fill out an application to be considered for the program.
- Group members agree to meet once per month with their group for the time allotted.

### FOR MORE INFORMATION:

For more information about the new Nonprofit Peer Groups, contact Liz Bennett at [lbennett@commercelexington.com](mailto:lbennett@commercelexington.com) or visit on-line at [commercelexington.com/peer-groups.html](http://commercelexington.com/peer-groups.html) to complete the Human Resources Peer Group application.

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## Commerce Lexington Announces 43rd Leadership Lexington Class

The Leadership Lexington Steering Committee is proud to announce the new class of Leadership Lexington for 2023–24 comprised of 51 individuals with varied backgrounds from a variety of segments of the Lexington community. The program provides people the opportunity to better understand our city and to prepare for the challenges it faces by meeting with and learning from today’s leaders. Leadership Lexington is an educational opportunity that broadens perspectives and allows participants to gain increased understanding of community dynamics and public issues.

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Leadership Lexington 2023-24 Class Photo at Orientation by Mahan Multimedia.

## New Leadership Lexington Program Begins With Two-Day Retreat

**Recap by Jodi Chmielewski, Forty4, LLC  
Business Solutions**

On August 10-11, the 43rd Leadership Lexington cohort of 51 exceptional individuals convened at Boone Tavern in Berea. This immersive weekend marked the beginning of a transformative journey in self-discovery and leadership growth.

The weekend kicked off with a motivating session led by the esteemed Dr. Virgil Grant, LifePlan & StratOp Guide and senior pastor of Eastside Community Church. Participants engaged in activities designed to identify program expectations, foster team cohesion, and nurture foundational leadership skills. Dr. Grant's guidance, along with motivational visits from past alumni and sponsors, collectively set the stage for an enriching experience that would challenge and inspire these leaders.

A key highlight of the weekend was the dynamic community project segment. Day one witnessed the presentation of nine compelling project pitches, each brimming with potential to make a positive impact in Lexington. Ending the day, four exceptional projects emerged as the chosen ventures that would move forward with the full support and dedication of the class of 2024.

Day two brought a deep dive into individual leadership styles, thanks to the expertise of Megan Holley-Slaughter and Davonna Saier from Sutherland & Associates, our Orientation Sponsor. Participants delved into their personalized DiSC assessments, a potent tool for understanding workplace priorities, communication styles, and effective team dynamics. Leveraging these insights, the four project groups came together to shape their visions and strategies, armed with newfound self-awareness.

The Leadership Lexington Orientation Weekend was a resounding success, enriching each



The Leadership Lexington class participated in a team-building activity during the recent Orientation Retreat at Boone Tavern. (Photo by Commerce Lexington)

participant with fresh insights into their leadership capabilities. As they reenter their spheres, these empowered leaders carry a renewed commitment to harnessing unique skill sets, driving positive change, and leading with purpose, along with a newly forged network and lasting friendships.

Reflecting on this remarkable weekend, we extend our sincere appreciation to our invaluable sponsors: Sutherland & Associates, Mahan Multimedia, McGregor, Keeneland, TravelHost of the Bluegrass, Republic Bank, LG&E & KU, Blue Grass Community Foundation, Lexington History Museum, and Commerce Lexington. Your unwavering support made this event possible and contributes to the growth and empowerment of the next generation. Together, we build a brighter future for our community and beyond.

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### Amy Campbell Photography

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[www.amycampbellphotography.com/branding](http://www.amycampbellphotography.com/branding)

### Aspire Day School

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Phone: (859) 338-7119

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### Huck's Market #319

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### Independence Assistance Services of the Bluegrass

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

### JSD Designs LLC dba house

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### Kentucky Electric & HVAC, LLC

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### Motley Advisor's LLC

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### Perfect Imperfections KY, LLC

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### Promethean Photography Studios

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### Restoration Christian Church

Churches  
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Meets on Sundays at The Lyric Theatre  
300 E. Third Street, Lexington, KY 40508  
Phone: (859) 539-5626  
[www.restorationlex.com](http://www.restorationlex.com)

### Socially Aligned

Coaching-Business & Professional  
Main Contact: Julie Lowe  
216 Richardson Place, Lexington, KY 40509  
Phone: (859) 433-1601  
[www.coachjulielowe.com](http://www.coachjulielowe.com)

### Staybridge Suites Lexington South

Hotels/Motels  
Main Contact: Ivonne Newton  
209 Ruccio Way, Lexington, KY 40503  
Phone: (859) 710-9888  
[www.staybridge.com/lexington](http://www.staybridge.com/lexington)

### Summit Community Bank

Banks  
Main Contact: Maranda Harrison  
1705 Bypass Road, Winchester, KY 40391  
Phone: (859) 742-6802  
[www.mysummit.bank](http://www.mysummit.bank)

### Tabiri Analytics Inc.

Computer Forensics  
Main Contact: Jonathan Davis  
444 E. Main St., Suite 101, Lexington, KY 40507  
Phone: (859) 359-3390  
[www.tabirianalytics.com](http://www.tabirianalytics.com)

### Tru By Hilton University Medical Center

Hotels/Motels  
Main Contact: Mike Alexander  
535 Waller Ave., Lexington, KY 40504  
Phone: (859) 687-9700  
[www.lexingtonuniversitymedicalcenter.truby-hilton.com](http://www.lexingtonuniversitymedicalcenter.truby-hilton.com)

### Vintage Farm Operations, LLC

Horse Boarding  
Main Contact: Doug Kehring  
2538 Georgetown Rd., Paris, KY 40361  
Phone: (650) 504-1415

### Waveland State Historic Site

Museums  
Main Contact: Lashe Mullins  
225 Waveland Museum Lane  
Lexington, KY 40514  
Phone: (859) 272-3611  
<https://parks.ky.gov/lexington/parks/historic/waveland-state-historic-site>

# PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones

**The Agency** recently announced new agents **Caroline Pinkston Miller**, **Melissa Combs**, and **Jenna Lieftring**.

**Dean Dorton** has been named an IPA Top 100 firm by *INSIDE Public Accounting* (IPA). More than 600 accounting firms participated in the 2023 survey that results in IPA's Top Firms list, with Dean Dorton securing a spot at #99 - up from #104 last year.

**Dickinson Wright** announced that Lexington attorney **Andrew Dorisio** was listed as a 2023 IP Star by *Managing Intellectual Property*, the most comprehensive and authoritative guide to leading IP firms and lawyers. Additionally, *Chambers 2023 High Net Worth (HNW) Guide* named the firm's Private Wealth Law practice in Kentucky as a "Top Ranked" practice. Three Dickinson Wright attorneys in the firm's Lexington office were listed as "Leaders in their Fields," including **Jeffrey L. Gehring**, **Tara N. Halbert**, and **Henry C.T. Richmond, III**.

Commerce Lexington members **Jeff Ruby's Steakhouse, Lexington** and **Holly Hill Inn** were recently named among the top restaurants around the world for their wine selections by *Wine Spectator*. The awards included eight Kentucky restaurants out of 3,505 around the globe.

**Laurel Raimondo Martin**, Ph.D., President of **Junior Achievement of the Bluegrass**, was selected as a finalist for the esteemed Karl Flemke Pioneer Achievement Award for 2023. This prestigious accolade is presented to first-time JA Area Presidents who have demonstrated exceptional contributions and accomplishments within the organization.

**Kentucky American Water** recently earned three Partnership for Safe Water awards, which honor efforts in continuously optimizing water treatment plant operation and performance. The awards were announced by the American Water Works Association.

**Lexington Christian Academy** announced the hiring of **Jill Barnett** as the school's new director of development. She joins LCA from Lextran where she served as executive director and general manager since 2020.

The **Lexington-Fayette Urban County Airport Board** recently appointed **Daniel Mason**, president of Traditional Bank, as chair of the board. In addition, **Brian Wells** was appointed vice chair and secretary, and **Shirley Hawkins** was appointed Treasurer. Other members include **Clay Angelucci**, **Ronnie Bastin**, **Garyen Denning**, **Tonya Jackson**, **Marc Mathews**, **Don Mosier**, and **Councilmember Dave Sevigny**.

The **Lexington Forum** announced its board of directors for 2023-24: **Megan Holley-Slaughter**, Sutherland & Associates – President; **Luke Morgan**, McBrayer PLLC – President-Elect; **Allen Norvell**, Blue & Co LLC. – Treasurer; **Lisa Smith**, Columbia Gas – Past President; **Monica Bounds**, community volunteer; **Ralph Coldiron**, Lexington Insurance Agency; **Judge Pamela Goodwine**, Kentucky Court of Appeals; **Robin McGuffin**, Stites & Harbison PLLC; **Justin Posey**, TMNA; **Michele Ripley**, Commonwealth Fund for KET; **Davonna Saier**, Davonna Inc.; **Camden Skidmore**, South Central Bank; **Larry Smith**, Smith Market Research; and **Amy Stout**, Commerce Lexington.

**NAI Isaac** promoted **Lucy Houpp** to assistant vice president of property marketing. She recently celebrated 25 years with the company. In addition, **Kailey Habib** joined NAI Isaac as an accountant I.

**Omni Architects** recently announced several staff elevations, including **Teddi Hibberd**, AIA, to senior associate and project manager, **Mark Manczyk**, AIA, to project manager, **Ryan Moore** to office manager, and **Erin Ruhl**, AIA, to project manager and a shareholder. The firm also added the following new architectural design staff members, including **Ari Sogin**, **Morgan Justice**, **Daniela Boger**, and **Janette Marmo**.

**Rupp Arena** is currently ranked 15th in the U.S. and third in the south for tickets sold to events for the first half of 2023, according to *Pollstar Magazine*, the industry's leading trade publication. The mid-year rankings, based on number of tickets sold for arenas, solidifies Rupp Arena as a contender for bringing high-quality events and attractions to Lexington. The ranking is the arena's highest to date.

*Managing Intellectual Property* magazine named nine **Stites & Harbison, PLLC** attorneys to the 2023 "IP Stars" list, including Lexington attorneys **Mandy Wilson Decker**, **Michael S. Hargis**, **Warren D. Schickli**, and **Patrick M. Torre**. **Mandy Wilson Decker** was also selected to the 2023 edition of *Managing IP's* "Top 250 Women in IP." This is the ninth time Decker has been honored on this list, and she is the only attorney honored from Kentucky.

**WUKY 91.3FM** received received nine Kentucky Broadcasting Association (KBA) nominations and two honors from the Radio Television Digital News and Public Media Journalists associations this year. WUKY's **Karyn Czar**, **Josh James**, and **Samantha Lederman** received KBA nominations in a variety of categories. For the first time, WUKY's midday report with news director **Alan Lytle**, assistant news director Karyn Czar, and reporter Josh James has been judged the best short newscast (Division C) by the PMJA. Czar's "Reporter's Notebook: Everyday Heroes of Eastern Kentucky," brought home an Edward R. Murrow regional award in 2023 for feature writing and won a second-place nod in the National Public Media Journalists Association awards.

## SUBMIT PERSONNEL ANNOUNCEMENTS:

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.



## TURNKEY TEAM EVENTS

Looking to host an employee appreciation event, annual meeting, company rally, or sales kick off? Or maybe you want to create an awards event for your team, a celebration banquet, or a company "party" to thank them for their hard work through the last quarter or year? Lexington Event Company provides a turnkey service for events of this kind, providing a number of options based on your guest count, budget, scale, and goals for the event. Whether you need an off-site venue or plan to use your own facilities - our team will build the event plan for you and then execute on site, leaving you to enjoy the event and celebrate your team while we do the leg work. Scope could include things such as site selection, vendor negotiations, food & beverage planning, rental & decor, entertainment & activities, A/V services, gifts & SWAG, signage and design, guest communications, budgeting, and more. Schedule a discovery call with our team to chat through your event details - and then sit back, relax, and enjoy the show.



EVENT MANAGEMENT / PLANNING / CONSULTING  
[kaelyn@lexingtoneventco.com](mailto:kaelyn@lexingtoneventco.com) / 859-230-5365  
KAEALYN QUERY / FOUNDER, CEO



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## COMMERCE LEXINGTON CALENDAR OF EVENTS

### 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.
- 14** **Leadership Lexington** History Day Session.
- 14** **Opportunity Exchange presented by Equity Solutions Group**, 5 - 7:30 p.m., at Lyric Theatre. **- SEE PAGE 8**
- 19** **Business Link sponsored and hosted by Lexmark International** (740 W. New Circle Rd.), 4:00 - 6:00 p.m. **- SEE PAGE 9**
- 20** **Leadership Central Kentucky program presented by LG&E & KU** at Jessamine County.

### OCTOBER 2023:

- 10** **Net90 presented by Junkluggers of Kentucky**, 4:00 - 6:00 p.m., at LexArts (161 N. Mill Street). **- SEE PAGE 13**
- 12** **Leadership Lexington** Public Safety Day Session.
- 18** **Leadership Central Kentucky program presented by LG&E & KU** at Madison County.

### NOVEMBER 2023:

- 8** **Member Mixer**, 10:00 - 11:15 a.m., via Zoom.
- 8** **@330 Series presented by 46Solutions**, 3:30 - 5:00 p.m., at 46Solutions (161 Lexington Green Circle, Suite 140). **- SEE PAGE 15**
- 9** **Leadership Lexington** Education Day Session.
- 15** **Leadership Central Kentucky program presented by LG&E & KU** at Bourbon County.
- 29** **Regional Summit presented by Community Trust Bank**, 8:30 a.m. - 4:30 p.m., at Hyatt Regency Lexington. **- SEE PAGE 7**