

Business Focus

OFFICIAL PUBLICATION OF COMMERCE LEXINGTON INC. | APRIL 2023 | VOLUME XXXI, ISSUE IV

**2023-24
Leadership
Lexington
Applications
Open April 14**



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

Two Commerce Lex. Employees Celebrate Milestones

Two Commerce Lexington employees recently celebrated milestone work anniversaries. **Andi Johnson**, Chief Policy Officer & Director of Regional Engagement, reached 10 years with Commerce Lexington, while **Angela Carlos**, Director of Events & Programs, hit the five-year mark with the organization. Both Johnson and Carlos have been instrumental to the success of Commerce Lexington, and we appreciate their hard work.



ANGELA CARLOS



ANDI JOHNSON

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.

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Lexington Office Executive Member
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Publisher:

Robert L. Quick, IOM, CCE
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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.

On The Cover:

Leadership Lexington class during Arts Day in front of a mural by artist Kiptoo Tarus outside The Met.

PLANNING FOR TOMORROW. AND BEYOND.



RGCM Estate Planning Team (from left): Ellen C. Ray, Associate; Melissa Stewart, Member; Patty Atwood, Paralegal

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ECONOMIC DEVELOPMENT

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

Money Smart for Small Business Winter Sessions Wrap Up

Over a six-week period from January 31 through March 6, an average of 20 participants joined us every Monday evening for our Money Smart for Small Business program, jointly developed by the Federal Deposit Insurance Corporation (FDIC) and the U.S. Small Business Administration (SBA). Led by guest facilitator, Mr. Dale Morgan with Foundation47, the class featured valuable insights pertaining to all aspects of financial management. Dale is also an investment analyst for Lexington-Fayette Urban County Government.

Ms. Alexandria Abell, the Minority Business Development Officer for Cincinnati, Columbus, Dayton, Kentucky, southern Indiana, and West Virginia, joined us for the session Strong Business Credit – demystified. Attendees benefited from the experiences Abell gained working as the link between the bank and mi-



nority business owners, providing tools and resources to grow, develop and sustain their businesses.

Ms. Sherita Miller, LFUCG Minority Business Liaison also attended regularly to share information on upcoming webinars and pertinent

details regarding business certifications with the city. We are proud of all the participants who completed the program which included aspiring business owners, as well as new and seasoned existing business owners.

Supporting Area Businesses Through Expansion Initiatives

One of the key efforts of our economic development team is to take care of our existing businesses. The resources our Economic Development team provides along with the Lexington Economic Partnership, the City of Lexington, and the Kentucky Cabinet for Economic Development allow our business community opportunities and support for continued growth and prosperity. Below are a couple of recent expansions of existing businesses.

An example of regionalism at its best, Commerce Lexington is proud to share that **Neogen Corp.**, was given preliminary approval at the Kentucky Economic Development Finance Authority (KEDFA) meeting on February 23 to expand its Lexington location on Mercer Road. For more than 30 years, Neogen has exhibited its commitment to Central Kentucky with several expansions and new facilities that have grown our region's agritech and manufacturing sectors.

In 1992, Neogen acquired ELISA Technologies, which was formed two years prior through a license agreement with the University of Kentucky to develop diagnostic test kits to detect abused and therapeutic drugs in racehorses and greyhounds. With ten locations in the United States and 14 international facilities, Lexington serves as Neogen's Animal Safety headquarters. The \$6 million investment at the Mercer Road facility will create an additional 70 full-time jobs, and the recent announcement of a nearly \$10 million investment in its Mt. Sterling facility will create an additional 79 full-time jobs.

We are also pleased to share that **Lexair Inc.** plans to expand its existing manufacturing operation in Lexington with an \$8.5 million investment that will create 14 quality full-time jobs. Lexair is a third-generation family-owned manufacturing corporation that has been involved in the naval and industrial markets for more than 45 years. Recently, they acquired assets from Keystone, committing to provide the highest quality products to support the needs of the U.S. Navy and its customers.

STAT: Site Selection Magazine Recognizes Lexington & Kentucky in 2022 Governor's Cup Rankings

Site Selection Magazine, the most widely-read publication for corporate expansion and economic development strategy, released its annual rankings report in March and the Lexington-area metro was recognized as a top location in the United States for new and expanding project announcements. Lexington ranked 10th in the South-Central Metros category for the 21 new and expanding facilities locating in the region in 2022. In total, Kentucky had 212 projects, placing the state in the top 10 in multiple categories: Top State by Number of Projects (9th), Top State by Projects Per Capita (2nd), South Central Region by Number of Projects (2nd), and South Central Region by Projects per Capita (1st).

Commerce Lexington's Economic Development team is dedicated to supporting existing business growth and the recruitment of new business investment. To promote the region as an attractive location for new and expanding businesses our team collaborates with the Kentucky Cabinet for Economic Development to submit qualifying projects in Site Selection Magazine's Conway Projects Database, the source of rankings in the magazine's annual Governor's Cup.

2022	2021	Metro	State	Projects
1	1	Dallas-Fort Worth-Arlington	TX	426
2	2	Houston-The Woodlands-Sugar Land	TX	255
3	3	Austin-Round Rock	TX	132
4	5	San Antonio-New Braunfels	TX	52
5	7	Nashville-Davidson-Murfreesboro-Franklin	TN	49
6	10	Baton Rouge	LA	37
7	17	Birmingham-Hoover	AL	27
8	9	New Orleans-Metairie	LA	24
9	11	Lafayette	LA	22
10	12	Lexington-Fayette	KY	21

Source: Conway Projects Database

2023 ECONOMIC DEV. BY THE NUMBERS:

New Business: 10 prospects interested in finding a new location or expanding in the Lexington area.

Client Visits to the Lexington Area: 4

Existing Business Visits: 13 Existing Business Attempts: 32

Total Active Projects: 33



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WATCH FOR A RECAP OF THE LEGISLATIVE SESSION IN THE MAY ISSUE OF BUSINESS FOCUS

Regional Delegation Advocates for Central Kentucky in Frankfort

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On March 14th, regional leaders gathered in Frankfort for Central Kentucky Day at the Capitol presented by Charter Communications. Participants heard from legislators and administration officials during briefings on business issues being considered as the 2023 Legislative Session came to a close. The event not only provided an opportunity for issue education, but the delegation took the opportunity to highlight the ongoing Regional Competitiveness Plan with several

state legislators. The group received updates from Kentucky Senate President Robert Stivers, Rocky Adkins, Senior Advisor to Governor Beshear, Senator Amanda Mays Bledsoe, and Representatives Killian Timoney, Michael Meredith, Chad Aull, Cherlynn Stevenson, Dan Fister, and Phillip Pratt. In addition, the Kentucky Chamber's Charles Aull and Katie Smith, Deputy Secretary of the Kentucky Cabinet for Economic Development, each addressed the group.

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Senate President Robert Stivers Rocky Adkins, Senior Advisor to the Gov. Senator Amanda Mays Bledsoe Representative Killian Timoney



Reps. Cherlynn Stevenson, Chad Aull, Phillip Pratt & Dan Fister



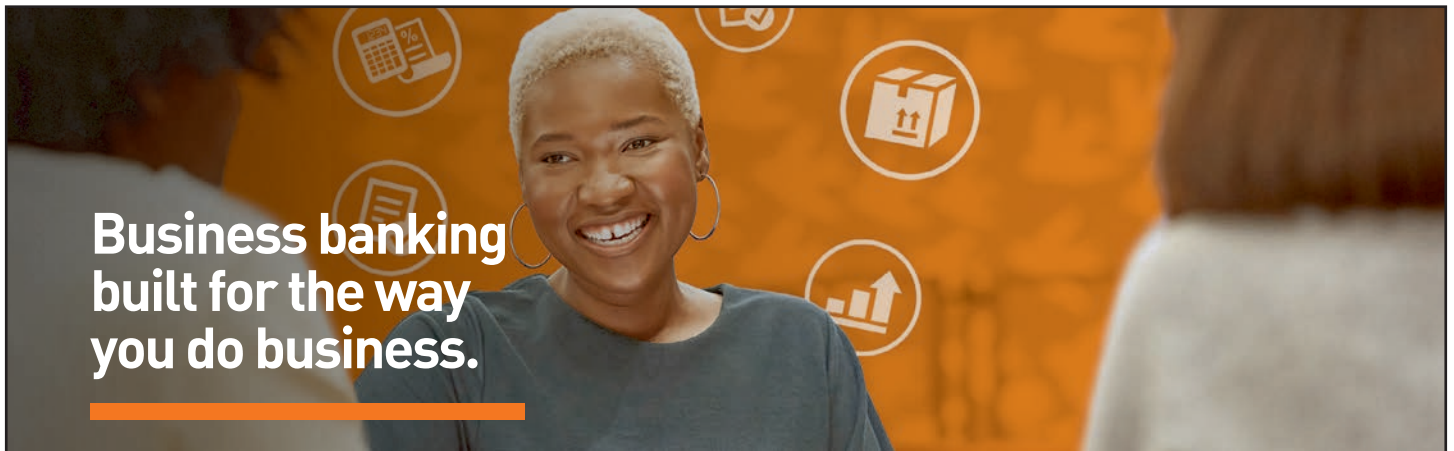
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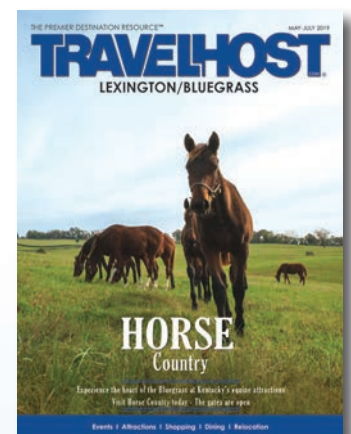
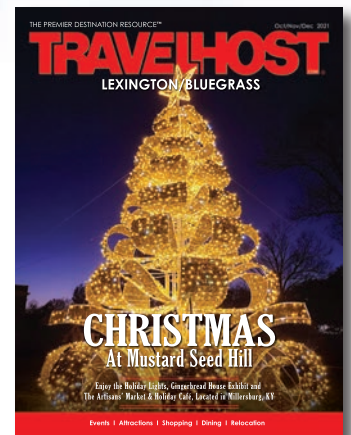
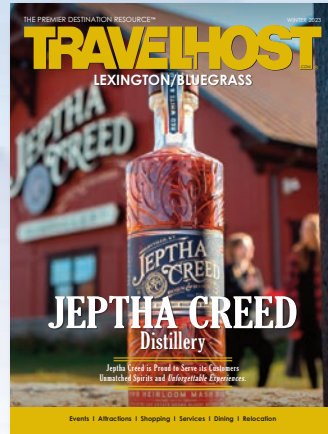
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Commerce Lexington Inc. Presents Essence of Portugal Trip

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.

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Business Owners Advisory Board Enrolling New Group Members

If you've ever needed advice or guidance as a business owner and didn't know where to turn, Commerce Lexington Inc. has a valuable, no cost solution for you. Various groups called the Business Owners' Advisory Boards (BOAB) meet monthly to assist in problem-solving through discussion with other business owners to help in analyzing current or future direction, and also provide an avenue for personal growth.



DAVID KELLY

If you're interested in the Business Owners' Advisory Board through Commerce Lexington, now is your opportunity to learn more about the program and to become active in one of the groups. In this present business environment, business owners need to know that a support structure exists to help them. An **Enrollment Event** will be held on **Wednesday, April 19**, from 4:00 - 5:30 p.m., at 46Solutions' showroom (161 Lexington Green Circle, Suite 140).

During this Enrollment Event, existing BOAB members will be on hand to interact with potential group members, light refreshments and beverages

will be available, and **David Kelly**, CEO of Growth Solutions Team, will give a short presentation on *Maintaining a growth mindset – Priority Management & Strategic Focus*. Uncover concepts that fast growth CEOs and entrepreneurs leverage to stay focused on high value, high priority initiatives. David will cover time tested strategies to better manage the reactive/responsive nature of small business ownership. Learn how to get out of being in your business and instead work

ON the business to achieve substantial progress. He will also discuss vision, legacy, work/life balance, and short term initiatives or goals, as well as specific actions and activities to keep busy entrepreneurs on track.

RSVP FOR THIS EVENT:

RSVP on-line at www.commercelexington.com. There is no charge to attend this Commerce Lexington Inc. MEMBERS' ONLY informational event.

BOAB ENROLLMENT:

WHEN: Wednesday, April 19

TIME: 4:00 - 5:30 p.m.

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

REGISTER: Register on-line at commercelexington.com

MORE INFO: commercelexington.com/boab.html

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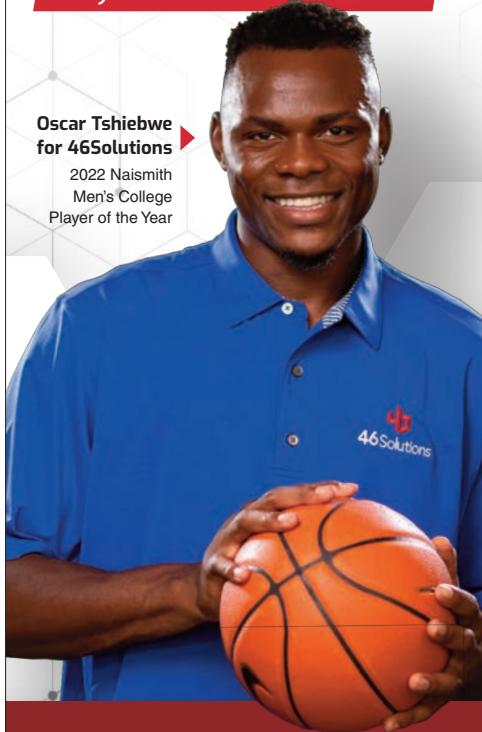
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EVENTS

Emerging Leaders of the Bluegrass Kicks Off New Year of Programming in April

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EMERGING LEADERS OF THE BG:**



REMINDER:

Emerging Leaders of the Bluegrass annual passholders are invited to apply by April 14 for a partial scholarship opportunity to attend the upcoming Leadership Visit to Grand Rapids, Michigan, and participate in this effective community-building event. See next page for details.

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 through professional development, networking, mentoring and community education opportunities. In March, participants took part in a workshop facilitated by ExecuTrain focusing on *Understanding How Your Body Language Impacts Your Communication*.

April marks the beginning of a new year of programming for Emerging Leaders of the Bluegrass annual passholders with an exclusive kickoff event at Keeneland on April 28th from noon to 6:00 p.m. It may be the last day of the Spring Meet, but it's the first event of the new program year for Emerging Leaders!

Don't miss this opportunity to connect with other emerging leaders while experiencing historic Keeneland during a day at the races. Passholders who register for this special event will:

- Enjoy an afternoon of racing in the Keeneland Clubhouse.
- Receive a \$20 food voucher and program.
- Meet with a Keeneland BETologist and learn how to place a winning bet!
- Place a bet with a \$2 betting voucher.
- Go on a tour of the grounds with a Keeneland tour guide.

NOTE: Space is limited, and attendees must check in by 2 p.m. Those unable to arrive by 2 p.m. should not reserve a ticket for this event.

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.

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

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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. A combination of outstanding jobs, educational opportunities, health care, and affordable housing are just a few of the reasons why this community attracts young professionals and businesses from around the globe. You'll experience some of this city's world-class attractions, a thriving arts and cultural scene, while enjoying a few nationally-ranked food and craft beverage venues. No wonder this community is consistently ranked as a top visitors and convention destination.

Grand Rapids is one of the cities leading Michi-

gan's population growth, with a 4.0% increase in population over a 5-year period (2015-2020). Year over year, the city has been touted as a 'Millennial Magnet' by more than one independent study. Join us as we learn why professionals, families, businesses and visitors love Grand Rapids. The Leadership Visit delegation will 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 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.

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Emerging Leader of BG Passholders Invited to Apply for Leadership Visit Partial Scholarships

Each year a delegation of Central Kentucky's leaders ventures to a great American city to see what has been done to raise the bar for success in these towns. The Emerging Leader Scholarship was created to provide an opportunity for some of Central Kentucky's younger leaders and first-time trip attendees that may not otherwise have the resources to attend the annual Leadership Visit with financial assistance up to half the cost of the tuition. Commerce Lexington wants to cultivate the energy and commitment these young leaders possess to drive initiatives learned about, discovered, and discussed in these cities and regions.

Individuals who are current passholders in Commerce Lexington's Emerging Leaders of the Bluegrass program are encouraged to apply for a **partial** scholarship assisting with the cost of the Leadership Visit. Applicants must be first-time trip attendees and represent a Commerce Lexington member organization. The **application period will close on April 14**, and partial scholarship recipients will be notified by April 26. To access the application, visit commercelexington.com/grandrapids.html.



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Guide Realty Hosts Next Business Link on Wednesday, May 3rd

Showcase Your Business or Organization by Reserving Exhibit Space

In the same way that neighbors often help each other within their neighborhood, Commerce Lexington's Business Link events enable business professionals to help each other by connecting participants to client-building opportunities. Our presenting sponsor and host for the next **Business Link** after hours networking event

on **Wednesday, May 3**, from 4:00 - 6:00 p.m. is **Guide Realty** (1591 Winchester Road, Suite 104), which has worked since 2008 to add value to our community through the

promotion of homeownership, wealth-building and economic opportunity for families. Led by principal broker

Raquel Carter, Guide Realty was recognized in 2021 with a Salute to Small Business Award in the Minority Business Category.

Be sure to bring plenty of business cards, and be ready to network your way to success, while enjoying great food and drink, and exploring Guide Realty's offices, which include a community space called the COMPASS Center.

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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. **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.

BUSINESS LINK:

WHEN: Wednesday, May 3

TIME: 4:00 - 6:00 p.m.

WHERE: Guide Realty (1591 Winchester Road, Suite 104)

REGISTER: Register for the event or reserve your exhibit space on-line at commercelexington.com.



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.

PRESENTED BY



@330 SERIES:

IN-PERSON EVENT

WHEN: Wednesday, March 15

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

TOPIC: Marketing fundamentals

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

REGISTER: Register on-line at commercelexington.com

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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.

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.

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Dawn Flickinger | dflickinger@commercelexington.com | (859) 254-4447

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



EMERGE Provides Day of Great Keynotes, Networking & Breakouts

For the tenth consecutive year, Commerce Lexington's EMERGE Conference presented by Forcht Bank brought together the next generation of Central Kentucky leaders. About 350 people enjoyed a full day of networking, engaging keynote speakers, informative breakout sessions, and discovering ways to better connect to and impact the community.

Kicking off the day were morning keynote speakers Cherena Fox and Keionna Baker of The Elephant In The Room, who presented an Implicit Bias and Cultural Awareness and Inclusion workshop called "Check Yourself Before You Wreck Yourself." Our luncheon keynote was David Horning of Water

Cooler Comedy, who provided a session entitled "Stand Up & Lead: How 'Thinking Like A Comedian' Creates Standout Cultures."

A variety of breakout sessions addressed community education topics such as public art, violence in Lexington, regional economic planning, the impact of African Americans on American whiskey, small business collectives, and getting more engaged in agriculture, while professional development options included leadership, presentation skills, career development, personal health, and more. **View photos of the conference by Mahan Multimedia below and on-line at emergelexington.com.**



Corey Chesnut (Forcht Bank)



David Horning (Water Cooler Comedy)



Keionna Baker & Cherena Fox (Elephant in the Room)



Mark Keene



Ame Sweetall (LexArts)



Larry Johnson, Devine Carama & Kenneth Payne



Reuben Watson

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Bluegrass Community & Technical College

Bluegrass Hearing Clinic
Community Ventures Corporation
Country Boy Brewing

Recap by Justin Posey, Toyota Motor North America

On an unseasonably warm but beautiful February day, the 2023 Leadership Central Kentucky class got to experience the many things that make Georgetown and Scott County unique. To begin the morning, the class had the opportunity to hear from Michael Blowen tell the story of how Old Friends Equine was founded. Old Friends is known throughout the thoroughbred industry for its commitment to the industry and care of retired thoroughbreds.

After Blowen's presentation and remarks from Scott County Chamber Executive Director Jack Conner, the class traveled to Toyota Motor Manufacturing Kentucky, to see one of the state's largest employers. Toyota Kentucky is Toyota's largest plant in the world and its oldest vehicle manufacturing plant in North America at over 9 million square feet and employs nearly 10,000 Kentuckians. The class toured the recently renovated Toyota Kentucky Experience Center and learned how Toyota's unique culture and the Toyota Production System have made it a manufacturing powerhouse.

After finishing up at Toyota, the group shifted gears from automobiles to hemp by visiting EcoFibre in the Lane's Run Business Park. At EcoFibre, Alex Nance, president of Ananda



The Leadership Central Kentucky class visited Scott County, which included a stop at Country Boy Brewing to hear from co-founder Daniel Harrison.

Health, welcomed the group and shared how the company's operations have grown over the past decade, as well as how the hemp industry continues to rapidly expand not only in Kentucky, but around the world. Seeing EcoFibre's facilities and the many products they produce right here in the Commonwealth was insightful and fascinating.

The afternoon began with a tour of Elkhorn Crossing School, as we heard from students about how the school's distinctive model supports their dreams and helps prepare them for the workforce. At Elkhorn Crossing, students are divided into one of six villages (law and justice, media arts, health sciences, engineering, biomedical sciences, and engineering technology) and allowed to learn theories and principles related to their chosen village. Students take the skills they learn to their postsecondary education choice or into the workplace.

The day was capped off with a presentation at Bluegrass Community and Technical College to learn how the college serves as a feeder for state four-year universities and its own nationally recognized education programs like the advanced manufacturing technician (AMT) program and others. The class heard testimonials from students who have benefitted from the AMT program and other technical programs, which allows them to work while attending school and graduate virtually debt-free and career ready. Lastly, the class visited Country Boy Brewing, where they received an in-depth tour from Daniel Harrison, co-founder and brand manager, and learned how the brewery navigated the challenging environment brought on by the pandemic and how Country Boy continues to grow while giving back to its hometown.



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www.bbbs-bluegrass.org



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Leadership Lexington Class Explores Impact of Local Arts Scene

Recap by Jessica Bowman, Lexington Fire Department

Why the arts? This is a question Leadership Lexington frequently considered during our March session as we were introduced to a variety of art forms. The morning session showcased LexArts, the Lexington Philharmonic, UK Opera, and the UK Museum of Art. Through their voices, songs, performances, and creations, we were immersed in some of the rich talents Lexington has to offer.

DV8 treated us to an inspiring lunch, where several employees shared their stories of addiction and recovery in addition to delicious food. The afternoon session featured Art Inc., Art House, Lexington Children's Theatre, Lexington Theatre Company, Poet Laureate Crystal Wilkinson, Carnegie Center, Voices Amplified, and the African American Ballet Troupe.

I walked away with these parting thoughts:

- The arts are back! The pandemic devastated

this industry, but they used that time to re-evaluate, re-invent, and re-launch their programs.

- The arts go hand-in-hand with business. If you need to decorate, think local. Support the arts with your money, volunteerism, and patronage. Even when attending free shows, you are part of an economic engine that stimulates our local economy.
- We need the arts. When we talk about the bottom line and what is expendable, the arts are usually a part of the conversation, but the arts are more than just beautiful things. They connect people by bringing human stories to life and creating conversation. They unify and help us better understand other cultures. Further, they raise awareness and expose discrimination and inequality. Ultimately, the arts improve quality of life and make Lexington an even better place to live!

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Applications for 2023-24 Leadership Lex. Open April 14

Applications for the 2023-24 Leadership Lexington program will become **available on April 14th** at 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.

AMBASSADOR SPOTLIGHT: Shelby Bass, The Willows at Hamburg

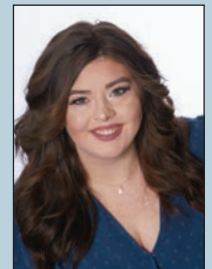
Since 2017, Shelby Bass has been at The Willows at Hamburg, a Trilogy Health Services facility offering a full continuum of premier senior care. She said, "I have always had a love for seniors and caring for the elderly, and that passion has continued to grow."

As the community service representative, Shelby is responsible for fostering and maintaining relationships with physicians, other healthcare professionals, and community outreach partners that help guide seniors and families through the process of moving to The Willows.

A native of Johnson County in Eastern Kentucky, Shelby relocated to Lexington in 2015 when her husband's schooling and work brought them here. She said, "My

favorite thing about the Bluegrass is the love for the area and how proud people are to say where they live and work."

Shelby said it's important for her to be active in Commerce Lexington for several reasons. She said her involvement helps her grow roots here, support the many great businesses Lexington has to offer, and break stereotypes about long-term care facilities. "This is my first year as an Ambassador, but so far my favorite thing is meeting new people and learning about different businesses and organizations within the Bluegrass," she added.



SHELBY BASS

Ambassadors volunteer their time to assist with Commerce Lexington's member relations and retention efforts. The individuals on this important committee serve as a mentor to members and to help members make business connections. They also represent Commerce Lexington at community ribbon cutting and grand opening events. Find out more on-line at www.commercelexington.com/ambassador-program.html.

WELCOME NEW MEMBERS

New Commerce Lexington Inc. Members From February 9 to March 13, 2023

NEW SILVER PREMIER PARTNER INVESTORS

Aqua-Tots

Safety and Health Training/Education
Main Contact: Katie Shaffer
2300 Sir Barton Way, Lexington, 40509
Phone: (859) 475-1205
www.aqua-tots.com

Celebration Retreat

Personal Care Services
Main Contact: John Mullins*
*NOTE: John Mullins is also the main contact for the next 8 listings below.
2251 War Admiral Way, Lexington, 40509
Phone: (859) 354-2963
www.thespaatmarshall.com/celebration-retreat

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Phone: (859) 354-2963
www.coolsculptingbymarshall.com

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Lexington, KY 40513
Phone: (859) 354-2963
www.coolsculptingbymarshall.com

M Club Fit

Fitness Centers
3197 Beaumont Centre Circle
Lexington, KY 40513
Phone: (859) 523-4003
www.mclubfitlexington.com

Marshall Lifestyle Medicine

Aging Services
2251 War Admiral Way, Suite 125
Lexington, KY 40509
Phone: (859) 554-8486
www.marshalllifestylemedicine.com

Marshall Lifestyle Medicine

Aging Services
3195 Beaumont Centre Circle, Suite 130
Lexington, KY 40513
Phone: (859) 244-4270
www.marshalllifestylemedicine.com

Marshall Provider Fellowship

Aging Services
2331 Fortune Drive, Suite 295
Lexington, KY 40509
Phone: (859) 554-8486
www.marshalllifestylemedicine.com

The Spa at Marshall

Aging Services
3195 Beaumont Centre Circle
Lexington, KY 40513
Phone: (859) 354-2963
www.thespaatmarshall.com

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2251 War Admiral Way
Lexington, KY 40509
Phone: (859) 354-2963
www.thespaatmarshall.com

NEW BRONZE PREMIER PARTNER INVESTORS

Bluegrass International

Truck Dealers
Main Contact: Ryan Brown
101 Triport Cir., Georgetown, 40324
Phone: (502) 570-5252
www.bluegrassstrucks.com

Stuff Recycling

Recycling
Main Contact: Jerry Joiner
6169 Lexington Road
Winchester, KY 40391
Phone: (859) 745-7882
www.stuffrecycling.com

A-1 Vacuum Sales & Service

Vacuum Cleaners
Main Contact: Hope Winfield
198 Moore Dr., Ste. 103, Lexington, 40503
Phone: (859) 278-8445
www.atvacuumlex.com

Aetna Medicare Solutions

Health Insurance
Main Contact: Brianna Bratcher
9900 Corporate Campus Dr., Suite 1000
Louisville, KY 40223
Phone: (859) 207-8853
www.aetnamedicare.com

Always Best Care of Greater Lexington

Aging Services
Main Contact: Phillip Morgan
121 Prosperous Place, Suite 3A
Lexington, KY 40509
Phone: (859) 305-0060
www.abclxington.com

Arnold Consulting Engineering Services

Engineers - Civil
Main Contact: Connie Arnold
1136 S. Park Dr., Bowling Green, KY 42103
Phone: (270) 780-9445
www.a-ces.com

BEX Construction, Inc.

Construction
Main Contact: Jeremy Roberts
2456 Palumbo Dr., Lexington, KY 40509
Phone: (859) 263-5052
www.bexconstruction.net

Brevede Coffee Co.

Coffee Shop/Restaurant
Main Contact: Viorika Kopets
859 E. High St., Lexington, KY 40502
Phone: (253) 332-8242
www.brevedecoffee.com

Catholic Education Opportunities Foundation

Non-Profit Organizations
Main Contact: Kim Thompson
100 W. Main Street, Suite 700
Lexington, KY 40507
Phone: (859) 303-9555
www.ceoflex.org

Commonwealth Plastic Surgery

Physicians & Surgeons, Plastic Surgery
Main Contact: Renee Nimtz
715 Shaker Drive, Suite 100
Lexington, KY 40504
Phone: (859) 277-9435
www.commonwealthplastics.com

Crawford Builders, Inc.

Building Contractors
Main Contact: Kimberly Crawford-Adams
110 Ferndale Pass, Lexington, KY 40511
Phone: (859) 333-4711
www.crawfordbuilders.com

Davonna Inclusive

Consultants
Main Contact: Davonna Saier
3194 Dewey Dr., Lexington, KY 40515
Phone: (859) 684-1321
www.davonna.net

Fayette Veterinary Clinic, Inc.

Veterinarians-Animal Care
Main Contact: Elizabeth Farris
144 E. Reynolds Rd., Lexington, KY 40517
Phone: (859) 272-4364
www.fayetteveterinaryclinic.com

Flexible Staffing Services

Employment Services
Main Contact: Keisha Moore
3101 Richmond Rd., Suite 308
Lexington, KY 40509
Phone: (859) 208-6570
www.fssstaff.com

G Alexander HRG - The Job Guy

Consultants
Main Contact: Guy Huguelet
2017 Wyndamere, Paris, KY 40361
Phone: (859) 576-5770
www.thejobguy1.com

Glass Doctor of Lexington

Glass
Main Contact: Philip Schultz
196 Turner Commons Way, Suite 110
Lexington, KY 40508
Phone: (859) 278-0376
www.glassdoctor.com

hydra LLC

Manufacturers-Products
Main Contact: Angela King
330 Midland Place, Suite 2
Lexington, KY 40505
Phone: (859) 785-8500
www.hydrabrands.com

Kentucky Health Solutions

Health Insurance
Main Contact: Madeline Ousley
2365 Harrodsburg Rd, Suite B235
Lexington, KY 40504
Phone: (859) 309-5033
https://kentuckyhealthsolutions.com

Maple Street Biscuit Company

Restaurants
Main Contact: Michael Yohman
2270 Nicholasville Road, Suite 120
Lexington, KY 40503
Phone: (859) 554-5700
www.maplestreetbiscuits.com

Par6 Social

Restaurants
Main Contact: Bob Megazzini
3565 Nicholasville Road
Lexington, KY 40503
Phone: (859) 788-0112
www.par6social.com

Pinot's Palette

Entertainment
Main Contact: Patty Fenley
3851 Mall Road, Suite 110
Lexington, KY 40503
Phone: (859) 245-0004
www.pinotpalette.com/fayettemail

Revive Chiropractic Centers

Chiropractors D.C.
Main Contact: Sheena Stroman
1890 Starshoot Pkwy., Suite 185
Lexington, KY 40509
Phone: (859) 263-2774
www.revivechirolex.com

SE Mobile House Calls LLC

Health Provider
Main Contact: Shelley Estes
2321 Sir Barton Way, Ste. 140
Lexington, KY 40509
Phone: (859) 212-9601
www.semobilehousecalls.com

Stoner's Pizza Joint

Pizza (Delivery or Carry-Out Only)
Main Contact: Don Boyle
547 S. Limestone, Suite 201
Lexington, KY 40508
Phone: (214) 578-0138
www.Stonerspizzajoint.com

StretchLab

Health & Wellness
Main Contact: Isabella Etoian
2860 Richmond Road, Suite 175
Lexington, KY 40509
Phone: (859) 399-7704
http://stretchlab.com

Suter Mechanical, Inc.

Mechanical Contractors
Main Contact: Scott Watts
P.O. Box 22735, 2416 Over Dr., Suite 110
Lexington, KY 40522
Phone: (859) 254-1014
www.sutermechanical.com

The Shelf Shop

Home Decor
Main Contact: Andrew Gilchrest
133 MacArthur Ct.,
Nicholasville, KY 40356
Phone: (859) 305-6039
https://theshelfshop.com

Western & Southern Life

Financial Services
Main Contact: Bryan Snyder
2285 Executive Drive, Suite 300
Lexington, KY 40505
Phone: (859) 293-5601
http://www.wslife.com

PERSONNEL ANNOUNCEMENTS

Corporate Moves, Company Awards and Notable Milestones



Bank of the Bluegrass & Trust Co. announced several recent promotions, including **Alyssa Luckett** to financial branch manager at the Southland location, **Corey Zacher** to financial center manager at High Street, **Kathy Banta** to vice president at the Southland location, **Bobby Jones** to vice president - risk officer, and **Laura Martin** to vice president & consumer relations and deposit operations officer. Recent additions at the High Street location included **Joanna Lucas** as assistant financial center manager, **Brianna Laws** as loan processor, and **Kassidy Duty** and **Helen "Lynn" Rivera** as universal bankers. **Naomi Fugate** joined the Southland location as a universal banker.

Big Ass Fans recently announced the hiring of **Kimberly Eubank** as the company's first chief digital information officer, responsible for leading the company's digital transformation efforts to significantly enhance the customer experience.

The **Bluegrass Society for Human Resource Management** recently announced its 2023 board members, including **LaRellen Jones** (President), **Rebecca Wren** (President-Elect), **Leslie Jarvis** (Past President), **Tiffany Yarbrough** (Secretary/Business Manager), **Ashley McCurdy** (Treasurer), **Beverly Clemons** (Programming Director), **Latoshia Daniel** (Membership), **Candra Bryant** (Best Places To Work Director), **Ashley Creech** (Communications Director), **Rhonda Woody** (Public Relations Director), **Sara Soard** (Certification Director), **Christa Fleming** (Foundation Director), **Kimberly O'Donnell** (Legislative Affairs Director), **Sam Stapleton** (College Relations Director), and **Amanda Sidwell** (Wellness Director).

Central Bank & Trust Co. announced the selection of eight new members to its Lexington Advisory Board, including **Crinda Francke** (Executrain of Kentucky), **Laura Gardner** (Thoroughbred Club), **Dr. John Hobbs** (Baptist Health Medical Group), **Jay Johnson** (Thermal Balance, Inc.), **Trisha Layow** (American Board Family Medicine), **Marella Mills** (Mills Companies, LLC), **Nick Rowe** (Kentucky American Water Co.), and **Jerry Woodall** (Woodall Construction Co.).

Children's Advocacy Center of the Bluegrass has elected Stites & Harbison, PLLC attorney **Gentry C. Collins** to its board of directors for a three-year term.

Dentons Bingham Greenebaum LLP announced that Lexington attorney **Sarah Laren** has been elevated to partner. She currently serves in the Litigation and Dispute Resolution group and Employment and Labor group.

Chef Ouita Michael of **Holly Hill and Co.** has joined the ranks of other culinary professionals as a member of the American Culinary Corps, a diplomatic culinary partnership formed by an alliance between the U.S. State Department and the James Beard Foundation. It includes a network of more than 80 of our country's most influential chefs and culinary professionals who represent the Department of State in the United States and abroad to foster cross-cultural exchange.

JRA Architects recently promoted **Inga Hardman**, AIA, and **Matt DeLuca**, AIA KYCID, to associates at its Lexington Office. In addition, **Sam Montgomery**, AIA, joined the Lexington office team.

Former president of **Kentucky Eagle, Inc.**, **Ann B. Bakhaus**, was recognized with the 2023 Legacy Award for both her business and philanthropic efforts from the National Association of Woman Business Owner's (NAWBO) Kentucky Chapter at the recent EPIC Awards luncheon.

Lexington Clinic recently welcomed three new physicians, including **Benjamin 'Bo' Schneider**, M.D. at Lexington Clinic Orthopedics-Sports Medicine located on Bob-O-Link Drive, **Regina Raab**, M.D. at Lexington Clinic Neurology on South Broadway, and **Brandon Gish**, M.D. at Lexington Clinic Pain Medicine also on South Broadway.

McBrayer PLLC recently marked 60 years of service. What was started by the firm's founder Terry McBrayer in 1963 has become one of Kentucky's leading law firms with regional, national, and now international reach. The Louisville office alone has nearly quadrupled in size in the past four years.

McBrayer PLLC attorney **Keeana Sajadi Boarman** has been named the newest member of the firm's Executive Committee. She concentrates her practice on mergers and acquisitions, general business law and lending transactions across a variety of industries. She chairs the firm's Corporate and Business Practice Group and serves on the Executive Board of Commerce Lexington.

Stites & Harbison, PLLC attorney **W. Blaine Early, III** was recently honored by Bluegrass Tomorrow with the Robert N. Clay President's Award for most valuable board member. This is the second time he has received the award. A long-time board member, Early is currently Vice President of the Bluegrass Forever Green initiative and a member of the Executive Board.

Vaughn Hall, PLLC recently welcomed its newest team member **Ty Konopinski** as operations manager/accountant.

SUBMIT PERSONNEL NEWS:

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



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COMMERCE LEXINGTON CALENDAR OF EVENTS

APRIL 2023:

- 13** **Leadership Lexington presented by McBrayer PLLC:** Diversity Day Session.
- 14** Applications become available for the **2023-24 Leadership Lexington program.** - **SEE PAGE 17**
- 19** **Business Owners Advisory Board Enrollment Event,** 4:00-5:30 p.m., at 46Solutions (161 Lexington Green Circle, Suite 140). - **SEE PAGE 9**
- 19** **Leadership Central Kentucky presented by LG&E & KU Energy:** Clark County Day.
- 28** **Emerging Leaders of the Bluegrass** kicks off new program year at Keeneland. - **SEE PAGE 10**

MAY 2023:

- 3** **Business Link presented & hosted by Guide Realty** (1591 Winchester Rd., Suite 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.

JUNE 2023:

- 5-7** **Leadership Visit presented by Central Bank & Trust Co.** to Grand Rapids, Michigan. - **SEE PAGE 11**