

Beard, Chair
Stinnett, Vice Chair
Gorton
Ellinger
Kay
Ford
Akers
Lawless
Farmer
Scutchfield
Myers
Mossotti
Clarke
Henson
Lane

A G E N D A

Special Committee of the Whole

Economic Development Committee

April 23, 2013

2:00 P.M.

1. Committee Summary 3.7.13 (1-3)
2. Food Truck Update – Akers
3. Median Salary Discussion – Kay (4)
4. Commerce Lexington Quarterly Report – Stinnett (5-39)
5. Items Referred to Committee (40)

"The economic development committee to which shall be referred matters relating to economic development and related partner agencies shall meet quarterly as the committee of the whole. The economic development committee shall be chaired by the vice-mayor or a designee." Council Rules & Procedures, Section 2.102 (1)

2013 Meeting Schedule Except noted. all meetings are scheduled for 11:00 AM

February 19

March 7 (4:30 PM)

April 23

July 9

October 15

SPECIAL ECONOMIC DEVELOPMENT COMMITTEE OF THE WHOLE

March 7, 2013
Meeting Summary

Chair Beard called the meeting to order at 4:32 PM.
All members present except Myers & Farmer

1. February 19, 2013 Committee Summary

On a motion by Gorton, second Mossotti, the summary of the 2.19.13 meeting was approved unanimously.

2. Economic Impact of Agriculture on Fayette County

Beard called on Gorton to introduce the subject. Gorton introduced Dean Scott Smith who provided background on the economic impact study and introduced the research team.

Dr. Leigh Maynard discussed the study approach and the research findings. He stated that it included the identification of agricultural clusters in Fayette County; the direct and indirect equine sales impact; and finally the direct and indirect general agricultural impact on the Fayette County economy. Maynard also noted an error in the crime reporting data.

Gorton asked if the team was surprised by any of the findings. In response Dr. Alison Davis stated that she was surprised by the diversity of the industries impacted by agriculture in Fayette County.

Lane asked if the research team has any suggestions to improve the County's economy and take advantage of the agrarian sector. In response Maynard stated that any efforts to expand utilization of green space for agr-tourism and eco tourism activities would be effective.

Lane discussed the utilization of the Bourbon Trail as a tourism cluster. In response Maynard discussed the role agriculture can play linking tourism with agricultural activities.

Lane asked about the potential impact of hemp production. In response Maynard opined that potential hemp production would have little impact on Fayette County but may have potential in several surrounding counties.

Dean Scott discussed the needed infrastructure to support hemp production.

Lane asked about the economic impact of equine research. In response Dr. Nancy Cox discussed the horse health industry and its potential for Fayette County and central Kentucky.

Clark asked about scientific research potential as well as urban farming. In response Maynard discussed urban farming growth and its impact on food production.

Mossotti asked about the viability of a State veterinarian school. She also discussed the need for LFUCG to work with the University to assist its efforts. Both Maynard and Scott offered opinions on the tremendous economic impact a veterinarian school would have on the Commonwealth.

Lawless discussed the horse industry and its impacts globally. She also asked about working with the University of Kentucky to improve the utilization of green space in and around campus.

In response Maynard discussed the Arboretum which is jointly operated by the University and LFUCG. In addition Scott discussed the Spindletop Research Farm property and the University's partnership with LFUCG with consent decree activities.

Kay discussed local food production and the potential for a local food policy coordinator. Kay called on Mac Stone with Elmhurst Farm. Stone discussed agriculture production, a processing facility, the positive impact of the Farmers Market and the potential for agric-tourism activities in the area. Kay also discussed the potential for expanding our agricultural footprint.

Akers asked about previous studies and how this study compared with earlier efforts. In response Maynard stated that while earlier efforts were undertaken they were not to this level and never identified agricultural clusters. He also stated that earlier

Gorton discussed working with the agricultural community to improve agriculture in the County. On a motion by Gorton, second Mossotti, the concept of forming an Agricultural Commission was approved unanimously.

Kay asked about the process of forming the Commission. In response, Gorton stated that it should involve conversations between the Administration, the Council and the agricultural community.

Stinnett stated that agriculture was very important to Fayette County and he was very appreciative of the study. He asked why 2007 was used for equine sales. In response Maynard stated that the baseline for the other sectors was 2007 and that they were identifying causal impacts. To be consistent 2007 data was utilized. Stinnett responded that since 2007 equine sales have declined.

Stinnett also asked for the source of the crime statistics. In response Maynard stated that uniform crime data from the FBI was used.

Stinnett asked if other UK staff including Dr. Troske had reviewed the study. In response Dr. Davis stated that several other UK colleagues including Dr. Troske had reviewed the study. Stinnett discussed the cluster concept.

Ellinger discussed his interest in equine and as well as his interest in cycling. He discussed ideas linking cycling and other eco tourism concepts with the agricultural elements of Fayette County.

Ellinger asked about ideas to improve the agricultural basis. In response Maynard discussed incentivizing agricultural activities. He also discussed creating environments where agricultural interests were valued.

Frank Penn stated that diversification was critical to the success of agriculture in Fayette County. He also discussed the legal and financial liabilities associated with combining equine and tourism activities. He discussed the success of the Bourbon Trail and stated that several agricultural/equine interests in Fayette County were pursuing marketing concepts that he thought would be very fruitful.

Ellinger stated that he'd like to see the concept of a tourism destination being pursued for Lexington associated with agric-tourism and eco tourism activities. He also stated that he would support efforts to improve access via trails on PDR Partner farms.

Penn recognized Dean Smith's efforts to allow the Legacy Trail to utilize University research property.

Beard discussed the tobacco warehouse facilities. In response Penn stated that the decline in the number and scale of the tobacco auction is a function of a changing business model. Penn also stated transportation access made Lexington a prime location for food processing facilities.

Akers asked that with declining horse sales if the research team could opine on the value of casinos or increased gambling efforts. In response Maynard stated that it was not an economic question but a policy and political question.

Ralph Ruschell addressed the Committee. He discussed an article he wrote for the Herald Leader. He stated that agriculture was responsible for no more than 5% of the County's economy. He also discussed crime in the rural areas of the County.

The meeting adjourned at 6:05 PM.

APPLICATION FOR INCENTIVE PROGRAMS WITHIN LEXINGTON-FAYETTE COUNTY PROJECT INFORMATION

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APPLICANT INFORMATION (Entity applying for incentives)

Company Name			
Street Address	City	State	Zip Code
Contact Person	Title	Telephone	Fax

PROJECT LOCATION

Street Address	City	State	Zip Code
		KY	
County	Activity at the Project		
Is the contact person for the project location the same as the person listed in the Applicant Information section? ☐ If no, then please complete the following:			
Contact Person	Email Address	Telephone	Fax

EMPLOYMENT, WAGES & BENEFITS

company (or affiliate) at the project for at least 35 hours per week. (Do not include contract employees)

Full-time, Kentucky	
Current number at the project location	
Total number of new jobs to be created	
Total jobs projected by the end of the project	0
<u>Anticipated Wages for the New Jobs to be Created:</u>	
Lowest Hourly Wage	
Highest Hourly Wage	
Average Hourly Wage	
Median Hourly Wage	
Average Total Hourly Compensation	

Disclaimer: The Confidentiality provisions within Kentucky Revised Statute 154.32 may apply herein.



MEMORANDUM

DATE: April 10th, 2013

TO: Mayor Jim Gray
Lexington Fayette Urban County Council

FROM: Gina Greathouse, Senior Vice President → Economic Development
Commerce Lexington Inc.

SUBJECT: Quarterly Report – Third Quarter 2013

This quarter was a successful one in terms of client site visits, marketing activities and the Lexington Venture Club's Annual Celebration of Entrepreneurs. We had 11 client visits which is impressive for our team. This number represents clients who are in town, evaluating Lexington and the Bluegrass for a new home. We have been extremely busy showcasing Lexington's assets to a very diverse client base.

Client updates	January 1, 2013-March 31, 2013
Prospects (new & existing)	34
Existing Business Visits	15
Start-ups	5
Site Visits	11

SNAPSHOTS OF WHAT WE HAVE BEEN UP TO THIS QUARTER TO GENERATE NEW LEADS:

Strategic Target Trade Show -- Advanced Manufacturing/Life Sciences

I attended and participated in the annual Medical Device & Manufacturing (MDM) tradeshow mid-February at the Anaheim Convention Center. Several long days walking the convention floor and working the booth, but worth the time and energy. We are appreciative of LG&E/Kentucky Utilities who hosts, sponsors and organizes the booth at the show.

KentuckyUnited

During the same week as MDM, Kimberly Rossetti participated in the KentuckyUnited weeklong marketing trip in the San Francisco area. KentuckyUnited is a statewide marketing initiative managed by the Kentucky Association for Economic Development (KAED). During the trips, teams from across the state met with site selection consultants and new company leads. Lots of follow-up work.

Industrial Asset Management Council (IAMC)

Rossetti participated in the Industrial Asset Management Council (IAMC) spring forum in mid-March. IAMC brings together corporations, site selection consultants and economic developers from across the nation. The exclusive forum offered us the upfront networking with corporate decision makers and site selection consultants. Over 500 people attend the forum.

PAX EAST – GAME DEVELOPER TRADESHOW

The Bluegrass Business Development Partnership (BBDP) sponsored a group of local game development companies to participate in the PAX East tradeshow for game development in Boston March 22–24. Warren Nash with the ICC accompanied the three Lexington companies. The Lexington team had a Megabooth and marketed Lexington as a great place for game developing companies. Game development is a niche strategic target under the Software & IT target, which was outlined in the Angelou Study.

LEXINGTON VENTURE CLUB – ANNUAL ENTREPRENEURIAL CELEBRATION – TOAST OF THE TOWN

We recognized nearly 90 companies that received over \$83M in venture capital, angel investment, grant funding, and other types of investment. Mayor Gray and Dr. Capilouto attended the event. We also featured three companies/industries in videos that kept with our theme – Toast of the Town. The companies/industries were: Allylix, Stadionaut, and the gaming industry. To see all the companies recognized, plus the videos, visit: www.lexingtonventureclub.com.

Economic Impact Model Updates Underway

Commerce Lexington has enlisted Barry Kornstein from the University of Louisville's Urban Studies Institute to update our economic impact model. The model is run for each location or expansion of a company in Lexington to determine the direct, indirect, and induced impact of job creation and capital investment. The updated model will incorporate the latest industry data and better address the spread of economic impacts among the counties in Lexington's MSA. A revised product is expected mid to late summer.

As required by our Purchase of Service Agreement, attached is Commerce Lexington's Quarterly Report for the third quarter of FY 2012-2013. On behalf of the entire Commerce Lexington Board of Directors and the staff of our economic development division, thank you again for support of the team both financial and otherwise.

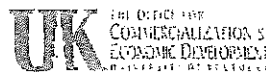
Included is:

1. Quarterly Metrics
2. Economic Impact Report
3. New & Expanding Industries Report
4. Copies of upcoming invites and important dates
5. Press releases
6. Lexington Venture Club Program

Cc; Danny Murphy, Chairman – Commerce Lexington Inc.
 Kevin Atkins, Mayor's Office of Economic Development
 Bob Quick, President and CEO of CLX
 Darby Turner, Vice Chair of Economic Development for CLX

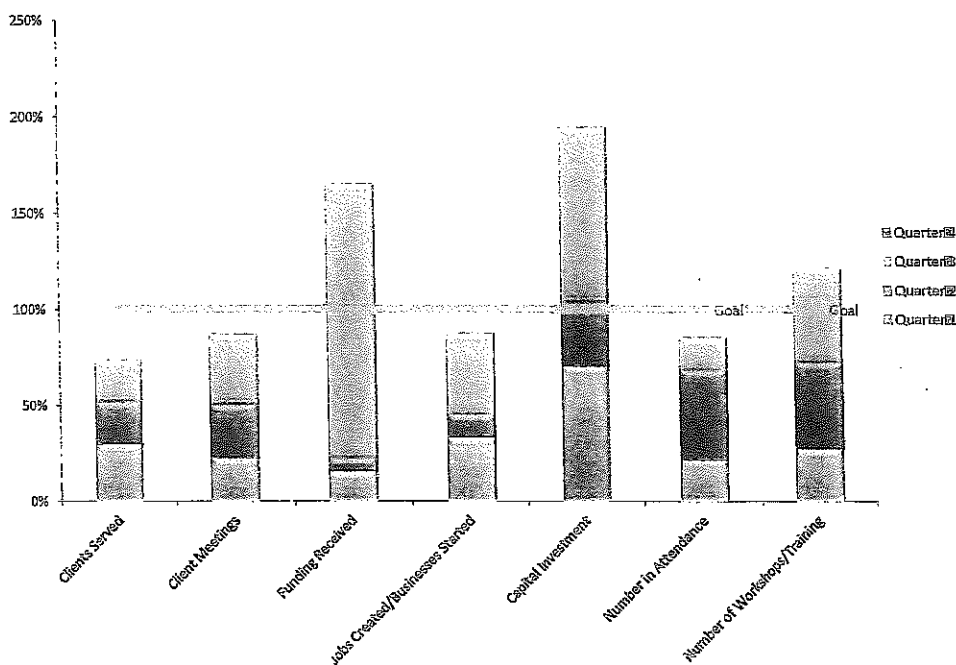
Bluegrass Business Development Partnership

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Fiscal Year 2012-2013

	2012-2013		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Bluegrass Business Development Partnership							
Clients Served	1,394	74%	414	312	300	0	1,026
Client Meetings	300	87%	68	84	110	0	262
Funding Received	\$ 61,550,000	165%	\$ 9,503,000	\$ 4,667,000	\$ 87,640,943	\$ -	101,710,943
Jobs Created/Businesses Started	1,051	88%	350	130	443	0	923
Capital Investment	\$ 50,000,000	195%	\$ 35,331,138	\$ 16,547,426	\$ 45,456,503	\$ -	\$ 97,335,067
Workshops/Training							
Number in Attendance	6,902	85%	1,499	3,238	1,163	-	5,900
Number of Workshops/Training	99	122%	27	45	48.5	0	121



Bluegrass Business Development Partnership

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		2012-2013		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
		Goal	% Attained					
Economic Development								
Clients Served		295	62%	54	74	54		182
Client Meetings		300		68	84	110		262
Funding Received	\$	7,000,000	224%	\$8,000,000	\$4,567,000	\$3,100,000		15,667,000
Jobs Created/Businesses Started		750	76%	348	129	93		570
Capital Investment	\$	50,000,000	195%	\$35,331,138	\$16,547,426	\$45,458,503		97,335,067
Workshops/Training								0
Number in Attendance		1,875	51%	229	396	325		950
Number of Workshops/Training		26	62%	4	7	5		16
Workforce Development								
Clients Served		445	19%	84				84
Workshops/Training								0
Number in Attendance		-						0
Number of Workshops/Training		-						0
Minority Business Development								
Clients Served		154	97%	55	54	41		150
Funding Received	\$	550,000	10%			55,000		55,000
Jobs Created/Businesses Started		12	17%			2		2
Capital Investment	\$	-						0
Procurement	\$	550,000						0
Workshops/Training								0
Number in Attendance		4,177	77%	891	2,169	176		3,236
Number of Workshops/Training		13	85%	3	4	4		11
Innovation and Commercialization								
Clients Served		230	96%	90	53	78		221
Funding Received	\$	50,000,000	168%			83,870,193		83,870,193
Jobs Created/Businesses Started		265	131%			347		347
Capital Investment	\$	-						0
Workshops/Training								0
Number in Attendance		2,250	71%	378	711	502		1,591
Number of Workshops/Training		36	128%	11	22	13		46
Small Business Development Center								
Clients Served		320	123%	131	134	129		394
Funding Received	\$	4,000,000	53%	1,603,000		615,750		2,118,750
Jobs Created/Businesses Started		24	17%	2	1	1		4
Capital Investment	\$	-						0
Workshops/Training								0
Number in Attendance		400	140%	171	99	290		560
Number of Workshops/Training		48	108%	12	12	28		52
Duplicates (Office Use Only)								
Clients Served		100			6	5		11
Funding Received								0
Jobs Created/Businesses Started								0
Capital Investment								0
Workshops/Training								0
Number in Attendance		3600		340	275	260		875
Number of Workshops/Training		48		6		3		9

Economic Development

Fiscal Year 2012-2013

Client Category	2012-2013 Goal	Quarter 3	Year to Date	Notes			
Prospects	125	34	73	Commerce Lexington's economic development team actively recruits companies (manufacturing, distribution, headquarters, call centers) to expand or relocate to the Bluegrass region. Recruitment is achieved through many marketing initiatives such as advertising, direct mail pieces, trade shows, site selection and corporate real estate consultant visits.			
Existing Business Visits	150	15	107	Commerce Lexington visits 150 export based existing companies every year. During the visits, the team identifies and addresses barriers to growth of existing firms, as well as work to retain the at risk companies. We also provide access to capital, opportunities and networks for businesses.			
Number of Start-Up/Entrepreneurial High Tech Companies	20	5	8	Commerce Lexington continues to work hand-in-hand with UK's Innovation and Commercialization Center and the Small Business Development Center on high-tech entrepreneurial projects. With these relationships, Commerce Lexington can provide access to information and funding for start-up companies. The partnership is also developing a resource website for entrepreneurs. To further support entrepreneurial companies, Commerce Lexington sponsors the SBIR/STTR conferences, as well as the Lexington Venture Club.			
Client Meetings	300	110	241	Total number of meetings with all clients, including multiple visits from recruitment projects and additional existing business visits needed.			
Client Meetings	270	99	242				
Site Visits	30	11	23	Clients that visit Lexington			
Funding Received	\$7,000,000	\$3,100,000	\$15,867,390	Commerce Lexington works with the Kentucky Cabinet for Economic Development (KCED) in administering tax incentive programs, which are based on job creation and capital investment, to help companies offset their start-up costs. Traditional incentives awarded including KBI, IGRA, KEIA and DCI are calculated in this number. Although not included, Commerce Lexington also helps coordinate with the KCED training program, such as grant-in-aid, and direct loan programs, which offer companies low interest rates.			
	\$7,000,000	\$3,100,000	\$15,867,390				
Jobs Created/ Business Started	750	93	579	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.			
Jobs Created	750	93	570				
Capital Investment	\$50,000,000	\$45,456,503	\$17,335,057	Expenditure in real estate, building renovations, equipment			
Capital Investment	\$50,000,000	\$45,456,503	\$17,335,057				
Workshops/Training	Number in Attendance: 1675 Number of Events: 26	Number in Attendance: 325 Number of Events: 5	Number in Attendance: 179 Number of Events: 12	Founded in 2002, The Lexington Venture Club is a partnership between Commerce Lexington and UK's Von Allmen Center for Entrepreneurship. The Lexington Venture Club is a catalyst by which entrepreneurs, service providers, and investors work together to develop a strong economy in Central Kentucky. At the beginning of each year, we have our annual "Who Got the Money" reception which recognizes early stage and growing companies in Central Kentucky that have received funding through venture capital, angel investors, friends and family, and state and federal sources.			
Lexington Venture Club 5 Across	600	12	260	3	305	2	The Lexington Venture Club and Awesome Inc. are proud to announce 5 Across, an informal gathering of entrepreneurs, investors, and service providers from Lexington, KY. Each Five Across meeting will feature presentations from local entrepreneurs who will be pitching their idea to a panel of judges. 5 Pitches from different teams 5 Slides per pitch 5 Minutes per pitch 5 PM start time \$500 prize to the winning pitch
Partnered Activities	1000	10	65	2	298	6	IntelLoc (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. Mobile Conference SBIR/STTR Workshops See ICC tab.
Branch 2 Business (B2B)	200	2					See ICC tab.
Manufacturer's Network Group	75	2					The Manufacturer's Networking Group is comprised of local manufacturing companies who came together to discuss issues they face every day in the workplace.

Business & Education Network

Fiscal Year 2012-2013

	2012-2013 Goal	Quarter 3	YTD	
Clients Served	445	0	34	
				Number of applications, students and business/organizations
Entrepreneur Leadership Institute Participation	50	0	0	Up to 30 Fayette County juniors and seniors learn about business and entrepreneurship by meeting successful local entrepreneurs and leading business people who will share leadership ideas and discuss what it takes to succeed. Students visit businesses to see first hand how things work, learn business planning basics, develop a business plan with a team. 125 applications received. Planning will begin early 2010 for the mid June ELI.
				Number of applications, teachers, and business/organizations
Lexmark Teacher Institute Educator Participation	75	0	35	Weeklong summer institute in which teachers and community business partners collaborate to better understand how business use what schools are teaching, gain real-world examples to enliven delivery, and create opportunities for students beyond the school walls.
				Held on July 30 - August 3, 2012
Business & Education Network	100	0	0	BEN will serve as a "portal" or system to match education needs with business people, community organizations, professional associations and others who want to volunteer their time and expertise in a variety of ways.
				The portal has been put on hold as we are migrating to another software solution.
"Best In the Bluegrass"	20	0	0	Number of Students and companies participating. Initiative aimed at high-performing students in Fayette County Public Schools (FCPS) who are going to college outside of Kentucky. Provide graduating students and returning participants from 2008 with a high level internship opportunity/scholarship. Goal is to show these students a variety of companies and high-level high-tech career opportunities in Central KY.
				8 students, 8 companies.
College Connections	200	0	0	Strengthen connectivity with area college students to communicate internship/career opportunities, targeted/growing industries and overall workforce development needs of regional businesses.

www.BluegrassJobs.com - The job portal that aggregates thousands of Lexington area jobs from hundreds of sites including job boards and company listings. On average, 4,000+ jobs are aggregated. From July 1-September 30, 2011, the number of visitors to the job portal was 1,577.

Minority Business Development

Fiscal Year 2012-2013

	2012-2013 Goal	Quarter 3	YTD
Clients Served	154	41	130

A minority business as defined by Commerce Lexington is a business that is 51% owned, operated and controlled by a person who is a member of the following racial and ethnic groups:

Minority	75	21	71
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African American: An individual of Black race or African origin or percentage;

Hispanic American: An individual of Latin American culture, origin or percentage; and

Asian American: An individual of Japanese, Korean, Chinese, Indonesian, Indonesian, Malaysian, Filipino, native Hawaiian, or Pacific Islander's culture, origin or percentage.

Existing Minority Business Visits	44	8	36
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Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction.

Female	35	12	43
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Funding Received	\$550,000	\$55,000	\$55,000
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ACCE\$S Loan Program	\$550,000	\$55,000	\$55,000
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The ACCE\$S Loan Program's mission is to provide easier access to the financing and helpful business advice that you need to start or grow your business. This program is committed to fostering economic growth and enhancing business opportunities for minorities, women, and emerging small businesses.

Jobs Created/ Businesses Created	12	2	2
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	12	2	2
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Capital Investment	\$0	\$0	\$0
		\$0	\$0

Procurement	\$550,000		\$0
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Procurement facilitated by Commerce Lexington staff and completed by MBE's.

	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events
Workshops/Training	4177	13	176	4	3,236	11
Toyota Opportunity Exchange	3000	1			1,600	1
Opportunity Exchange	75	2	42	1	110	1
TSMSCD/CLX Seminar	15	3	79	1	90	2
LFUCG Minority Business EXPO	400	1			500	1
TSMSCD Awards Celebration	450	1			400	1
Community Ventures Corp - Entrepreneurial Training	17	2	31	1	31	1
TSMSCD Seminar	20	1			25	1
TSMSCD Business Opportunity Fair	100	1			500	1
Partners for Entrepreneurial Advancement in KY (PEAK)	100	1	24	1	50	1

Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities

Local Bi-Yearly event that connect MBE's to opportunities with large companies

Information/Training sessions on benefits of Certification for MBE's

Sponsored annual event.

Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion

Part of regional Minority Business outreach

Commerce Lexington staff discuss Economic Inclusion with purchasing professional from 16 campuses

Large event that features a matchmaking session for minority businesses and the companies they want to do business with

Educational session held each year for professionals that work with small businesses

Innovation and Commercialization

Fiscal Year 2012-2013

Program/Service	2012-2013 Goal	Quarter 3	YTD				
	230	78	227				
New Clients	30	16	42	The Lexington ICC is part of a state-wide program funded by DCI. The objective of this program is to create more technology-based businesses and jobs in the state. The Lexington ICC serves UK, Lexington, and the surrounding counties.			
Existing Client Meetings	200	62	179				
Funding Received	\$50,000,000	\$93,870,193	\$93,870,193				
Federal Funds		\$11,954,235	\$11,954,235	Funding received by regional companies from federal agencies.			
KY State Funding Programs		\$11,153,123	\$11,153,123	Funding received by regional companies from a variety of state programs targeted at technology-based companies; SBIR/STTR match program, KY enterprise funds, forgivable loan program, ...			
Friends/Family/Founders		\$11,429,928	\$11,429,928	Funding for startup companies provided by the founders			
Angel Investors		\$17,079,655	\$17,079,655	Funding received from private investors; e.g., the Bluegrass Angels			
Venture Capital		\$18,500,000	\$18,500,000	Funding received from venture capital firms; e.g., Chrysalis Ventures, KY Highlands, River Cities Capital, Adena Ventures			
Strategic Partners		\$13,509,500	\$13,509,500				
Other		\$133,749	\$133,749				
Jobs Created/ Businesses Started	265	347	347				
New Technology Based Start-Up Companies	25	43	43	Objective is to help create higher paying jobs with average salaries exceeding \$50,000.			
Existing Technology Based Job Growth	240	304	304	New high tech hires.			
Workshops/Training	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
	2250	36	502	13	1,581	36	
Lexington Venture Club 5 Across	600	12	260	3	505	9	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B	200	2			0	0	Bench to Business UK Networking Event
Bluegrass Angels	350	10	43	2	190	7	The Bluegrass Angels are the first organized angel group in KY. Their mission is to provide early-stage capital and mentoring to new scalable businesses in the region.
Activities	1000	10	192	7	565	21	IntelLex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. See ED Tab.
Workshops	100	2	7	1	100	2	Workshops related to issues pertinent to high-tech start up companies.

Small Business Development Center

Fiscal Year 2012-2013

	2012-2013 Goal	Quarter 3	YTD
Clients Served	320	129	394

Clients that had counseling services with the SBDC.	320	129	394
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A client is the business, if it exists. In the case of a prospective business, the client is the individual (i.e., nascent entrepreneur) receiving SBDC services. Counseling is defined as services provided to an individual and/or business, i.e. client (see above) that is substantive in nature and is in the area of business formation, management, financing, and/or operation of a small business enterprise.

Funding Received	\$4,000,000	\$615,750	\$2,118,750
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Dollar amount and number of loans received or equity financing received	\$4,000,000	\$615,750	\$2,118,750
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Jobs Created/ Businesses Created	24	1	4
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Jobs created from counseling clients that started business	24	1	4
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Businesses that are started as a result of SBDC counseling/consulting.

Capital Investment	\$0	\$0	\$0
		\$0	\$0

	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events
Workshops/Training	400	48	290	28	560	52

Customers that attended training conferences at the SBDC	400	48	290	28	560	52
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Training is defined as an activity or event in which the SBDC plays a substantial role in delivering a structured program of knowledge, information or experience on a business-related subject. There must be one or more attendees.

Economic Impact Report by Fiscal Year

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	Reported Investment	Direct Maximum Planned Jobs	Average Yearly Wage	Indirect Jobs Created in Fayette Co.	Induced Jobs Created in Fayette Co.	Total LFUCS Revenue Generated	Total FOPS Revenue Generated	Total LFUCS Funding Received (2002)	Total LFUCS Revenue as a % of Funding Received	Total FOPS Revenue as a % of Funding Received
FY2005 Q1	\$4,000,000	54	\$53,500	6	9	\$49,537	\$6,612			
FY2005 Q2	\$4,580,800	331	\$50,347	95	522	\$50,347	\$78,450			
FY2005 Q3	\$1,775,500	50	\$25,750	20	17	\$43,004	\$7,793			
FY2005 Q4	\$14,540,000	234	\$31,784	89	75	\$250,556	\$43,245			
FY2005 Totals	\$24,896,300	669	\$40,937	211	623	\$893,976	\$135,119	\$24,896,300	3.6%	0.5%
FY2006 Q1	\$14,025,000	511	\$42,815	119	189	\$504,614	\$122,400			
FY2006 Q2	\$20,729,517	107	\$36,702	25	34	\$134,438	\$57,135			
FY2006 Q3	\$22,114,500	163	\$53,544	34	49	\$232,206	\$103,019			
FY2006 Q4	\$653,000	40	\$52,500	18	16	\$55,187	\$7,355			
FY2006 Totals	\$57,532,517	821	\$44,553	196	288	\$1,026,445	\$300,712	\$57,532,517	1.8%	0.5%
FY2007 Q1	\$1,150,000	57	\$25,325	20	24	\$50,235	\$5,701			
FY2007 Q2	\$900,000	50	\$31,200	20	17	\$52,038	\$9,402			
FY2007 Q3	\$54,445,000	73	\$0	16	21	\$125,612	\$16,775			
FY2007 Q4	\$28,949,020	197	\$48,318	105	93	\$345,502	\$110,381			
FY2007 Totals	\$85,444,020	377	\$45,031	161	155	\$573,558	\$143,259	\$85,444,020	0.7%	0.2%
FY2008 Q1	\$47,191,000	115	\$37,322	31	16	\$50,347	\$53,931			
FY2008 Q2	\$40,231,495	525	\$35,489	51	103	\$328,401	\$209,505			
FY2008 Q3	\$80,829,303	392	\$39,031	55	90	\$450,226	\$140,289			
FY2008 Q4	\$200,000	0	\$0	0	0	\$7,218	\$11,800			
FY2008 Totals	\$170,321,801	1043	\$37,016	137	209	\$1,176,192	\$414,508	\$170,321,801	0.7%	0.2%
FY2009 Q1	\$16,500,000	103	\$51,244	45	29	\$112,693	\$17,605			
FY2009 Q2	\$5,011,529	25	\$20,703	5	6	\$15,989	\$5,727			
FY2009 Q3	\$35,632,194	232	\$48,529	45	59	\$338,529	\$45,307			
FY2009 Q4	\$37,850,000	335	\$31,579	64	110	\$337,314	\$23,837			
FY2009 Totals	\$145,003,723	701	\$36,995	160	204	\$804,500	\$155,477	\$145,003,723	0.6%	0.1%
FY2010 Q1	\$10,165,000	65	\$44,282	18	23	\$55,039	\$52,776			
FY2010 Q2	\$17,773,000	141	\$45,172	35	57	\$259,764	\$55,793			
FY2010 Q3	\$54,779,834	283	\$54,631	163	175	\$697,009	\$169,176			
FY2010 Q4	\$2,520,000	124	\$44,293	11	34	\$154,355	\$22,363			
FY2010 Totals	\$85,337,834	714	\$50,813	218	289	\$1,163,176	\$310,107	\$85,337,834	1.4%	0.4%
FY2011 Q1	\$30,043,740	534	\$32,472	227	103	\$736,855	\$132,717			
FY2011 Q2	\$4,214,000	403	\$27,855	59	62	\$344,161	\$54,599			
FY2011 Q3	\$93,461,484	613	\$40,782	151	163	\$739,853	\$169,022			
FY2011 Q4	\$17,897,000	183	\$55,481	42	49	\$405,672	\$164,802			
FY2011 Totals	\$145,616,224	1733	\$36,757	479	400	\$2,283,733	\$520,099	\$145,616,224	1.6%	0.4%
FY2012 Q1	\$13,189,275	451	\$37,455	182	170	\$549,352	\$54,763			
FY2012 Q2	\$1,890,000	30	\$72,600	9	11	\$51,346	\$8,656			
FY2012 Q3	\$87,393,852	319	\$55,458	89	93	\$554,944	\$91,545			
FY2012 Q4	\$52,167,842	806	\$43,124	190	111	\$805,813	\$52,105			
FY2012 Totals	\$164,641,769	1516	\$44,551	460	385	\$2,072,455	\$277,112	\$164,641,769	1.3%	0.2%
FY2013 Q1	\$35,331,138	349	\$53,585	74	86	\$355,839	\$120,524			
FY2013 Q2	\$16,547,423	129	\$50,170	65	64	\$223,209	\$72,528			
FY2013 Q3	\$129,878,266	294	\$58,205	63	110	\$516,764	\$178,289			
FY2013 Q4										
FY2013 Totals	\$181,756,850	771	\$55,051	203	260	\$1,426,082	\$579,850	\$181,756,850	0.8%	0.3%
FY2005-2013 Total	\$1,070,851,038	8465	\$42,556	2245	2913	\$11,440,219	\$2,637,343	\$1,070,851,038	1.1%	0.3%

Notes:

LFUCS Funding totals include all monies received by Commerce Lexington for Economic Development, Workforce Development, Minority Business Development, as well as the Bluegrass Business Partnership. CL Airlines money is not included.

The Lexington Venture Club results were added into the totals in the following amounts:

Jan-07	\$35,445,000	67	\$61,700	16	21	\$125,812	\$16,775
Jan-08	\$64,510,000	123	\$61,000	29	38	\$228,347	\$30,446
Jan-09	\$68,932,194	132	\$55,000	31	41	\$261,125	\$34,817
Jan-10	\$47,532,834	197	\$69,800	46	61	\$418,487	\$105,317
Jan-11	\$65,484,484	154	\$63,485	35	48	\$297,545	\$39,673
Feb-12	\$69,856,852	182	\$65,651	43	55	\$353,641	\$48,465
Jan-13	\$83,870,192	201	\$66,558	54	90	\$395,835	\$52,778

Founded in 2002, the Lexington Venture Club is proud to be a catalyst by which entrepreneurs, service providers, and investors can work together to develop a strong economy in Lexington.

Companies Within Fayette County (Direct, Indirect, and Induced Jobs)					Companies Outside Fayette County (Indirect and Induced Jobs Only)					Totals				
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding		# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	
FY2009														
Q1	183	\$27,132	\$4,965,163	\$111,716	0			183	\$27,132	\$4,965,163	\$111,716	\$128,250	\$9.57	
Q2	37	\$13,472	\$525,933	\$14,085	0			37	\$13,472	\$525,933	\$14,085	\$128,250	\$9.57	
Q3	336	\$113,962	\$16,042,864	\$398,465	0			336	\$113,962	\$16,042,864	\$398,465	\$128,250	\$2.64	
Q4	609	\$27,135	\$13,811,860	\$310,787	0			609	\$27,135	\$13,811,860	\$310,787	\$128,250	\$2.42	
Total	1065	\$40,147	\$34,445,950	\$775,034	0			1065	\$40,147	\$34,445,950	\$775,034	\$613,000	\$1.57	
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)					Companies Outside Fayette County (Indirect and Induced Jobs Only)					Totals				
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding		# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	
FY2008														
Q1	0	\$0	\$0	\$0	0			47	\$19,088	\$896,166	\$19,129	\$165,250	\$3.02	
Q2	690	\$36,166	\$24,284,155	\$645,943	0			690	\$36,166	\$24,284,155	\$645,943	\$165,250	\$1.15	
Q3	537	\$59,937	\$7,908,961	\$177,962	0			537	\$59,937	\$7,908,961	\$177,962	\$165,250	\$0.00	
Q4	0	\$0	\$0	\$0	0			0	\$0	\$0	\$0	\$155,250	\$0.00	
Total	1227	\$42,436	\$32,173,115	\$723,985	0			1274	\$27,611	\$33,023,272	\$743,024	\$621,000	\$1.20	
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)					Companies Outside Fayette County (Indirect and Induced Jobs Only)					Totals				
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding		# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	
FY2007														
Q1	101	\$22,115	\$2,233,570	\$50,265	0			101	\$22,115	\$2,233,570	\$50,265	\$50,000	\$1.01	
Q2	87	\$25,780	\$2,242,339	\$50,464	0			87	\$25,780	\$2,242,339	\$50,464	\$50,000	\$2.52	
Q3	110	\$50,893	\$5,691,524	\$128,312	0			110	\$50,893	\$5,691,524	\$128,312	\$50,000	\$2.52	
Q4	365	\$34,315	\$13,455,953	\$303,434	0			365	\$34,315	\$13,455,953	\$303,434	\$50,000	\$3.07	
Total	663	\$40,540	\$23,554,004	\$629,555	0			663	\$40,540	\$23,554,004	\$629,555	\$200,000	\$2.50	
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)					Companies Outside Fayette County (Indirect and Induced Jobs Only)					Totals				
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding		# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	
FY2006														
Q1	747	\$33,677	\$25,135,942	\$688,031	0			747	\$33,677	\$25,135,942	\$688,031	\$48,750	\$11.61	
Q2	166	\$31,307	\$5,177,905	\$122,001	0			166	\$31,307	\$5,177,905	\$122,001	\$48,750	\$2.30	
Q3	196	\$46,419	\$7,984,084	\$179,942	0			203	\$46,571	\$8,210,894	\$184,745	\$48,750	\$3.78	
Q4	74	\$37,163	\$2,452,748	\$55,187	0			74	\$37,163	\$2,452,748	\$55,187	\$48,750	\$1.13	
Total	1163	\$34,736	\$40,571,577	\$912,860	0			1190	\$37,289	\$40,799,387	\$917,954	\$185,000	\$4.71	
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)					Companies Outside Fayette County (Indirect and Induced Jobs Only)					Totals				
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding		# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	
FY2005														
Q1	69	\$31,040	\$2,103,677	\$48,637	0			69	\$31,040	\$2,103,677	\$48,637	\$15,625	\$3.13	
Q2	969	\$26,176	\$24,398,653	\$548,974	0			969	\$26,176	\$24,398,653	\$548,974	\$15,625	\$2.67	
Q3	87	\$21,277	\$1,661,091	\$41,660	0			87	\$21,277	\$1,661,091	\$41,660	\$15,625	\$1.66	
Q4	366	\$27,330	\$10,077,426	\$244,742	0			366	\$27,330	\$10,077,426	\$244,742	\$15,625	\$1.66	
Total	1523	\$26,825	\$38,331,286	\$884,953	0			1523	\$26,825	\$38,331,286	\$884,953	\$62,500	\$14.18	

Rank	Year	Firm	Type	Project	County	Investment	Planned Jobs	Design (2009)
1	2010	SRC Holdings Corp	New	Construction, Mining, and Compact Construction equip	Fayette	\$120,000	64	\$33,280
2	2010	ParaTechs Corp	Exp	Biotechnology R&D	Lexington	\$100,000	7	\$55,000
2	2010	Contracted Patients	New	Interactive Hospital Terminals	Lexington	\$100,000	8	\$81,000
2	2010	Software Information Systems	Exp	IT and software consulting services, Data center	Lexington	\$5,500,000	15	\$80,000
3	2010	USEF	New	Equine drug testing laboratory	Fayette	\$1,527,000	12	\$47,516
3	2010	ACS	Exp	Outsourcing, Technical Support	Lexington	\$0	80	\$30,000
3	2010	ACS	Exp	Software engineering and testing	Lexington	\$1,300,000	90	\$45,760
4	2010	Gallmont Consulting	New	Automotive electrical components	Lexington	\$720,000	6	\$60,000
5	2010	Sumitomo Electric Wiring Systems	Exp	Dry coal processing	Lexington	\$800,000	10	\$30,846
5	2010	FGX Sapiach	Exp	Specialty automotive components	Lexington	\$0	15	\$34,000
5	2010	ASC Incorporated	Exp	Headquarter Operations	Franklin	\$9,280,040	275	\$0
6	2010	Tempur-Pedic	Exp	Plastic Recycling	Franklin	\$3,646,900	50	\$47,000
7	2010	Mountain Valley Recycling	Exp	Food additives	Winchester	\$1,601,800	200	\$25,000
7	2010	Market Biosciences Corp	Exp	Nanopowder Production	Lexington	\$7,315,000	5	\$60,000
8	2010	ACS	Exp	Outsourcing, Technical Support	Lexington	\$8,200,000	4	\$85,000
9	2010	Orthopedics	New	Infectable Spinal Devices	Lexington	\$1,174,000	250	\$20,800
10	2010	ACS	Exp	Auto Part Fasteners	Lexington	\$1,174,000	10	\$42,000
10	2010	Illinois Tool Works Inc.	Exp	Technical Development of Chemical Mariters	Lexington	\$500,000	13	\$52,000
10	2010	Escent Technologies	Exp	Jewelry Manufacturing	Lexington	\$2,500,000	125	\$39,438
11	2010	Tiffany & Co. Jewelers, Inc.	New	General Manufacturing	Lexington	\$40,000	5	\$20,696
11	2010	Lexington Manufacturing Center	Exp	Logistics Support Services	Lexington	\$26,000,000	224	\$39,574
12	2010	Lockheed Martin	Exp	Contract Support Services	Lexington	\$0	15	\$60,000
3	2011	Babcock & Wilcox	New	Medical Devices	Lexington	\$1,977,000	3	\$70,000
3	2011	Exotherm	New	Customer Service and Sales Support	Lexington	\$0	220	\$24,727
3	2011	Allconnect.com	New	Online gaming	Lexington	\$600,000	7	\$49,000
4	2011	Frogdico	Exp	Biopharmaceuticals	Lexington	\$16,997,000	21	\$49,000
4	2011	Tempur-Pedic	Exp	Headquarter Operations	Lexington	\$72,500	65	\$72,500
4	2011	Tempur-Pedic	Exp	Headquarter Operations	Lexington	\$5,555,000	75	\$42,245
6	2011	Neogen Corporation	Exp	Biotechnology	Lexington	\$928,000	15	\$80,008
6	2011	Shallbox LLC	Exp	Branding and new media design	Lexington	\$1,550,000	40	\$80,080
7	2011	Ashtand - Valvoline	Exp	R&D Laboratory	Lexington	\$34,320	36	\$34,320
8	2011	GE Lighting	Exp	Energy Efficient Flood Lamps	Lexington	\$7,250,000	250	\$30,000
8	2011	KY Spirit Health Plan	New	Call Center for Medicaid benefits	Lexington	\$4,389,875	135	\$39,803
9	2011	CMSText, LLC	Exp	Mobile Marketing Firm	Lexington	\$1,890,000	30	\$72,800
9	2011	A & W Restaurants Inc.	New	Global Headquarters	Lexington	\$1,890,000	94	\$27,400
12	2011	SMC LLC	New	IT and Software Development Center	Nicholasville	\$375,000	18	\$94,000
1	2012	Tilon Container International, Inc.	New	Printer R & D	Lexington	\$20,000,000	15	\$52,000
2	2012	Lexmark International	Exp	Cloud-based software solutions for public sector	Lexington	\$897,800	10	\$69,800
3	2012	KD Analytical Consulting, Inc.	Exp	Cloud-based software solutions for public sector	Lexington	\$200,000	85	\$55,000
3	2012	Cruelito, Inc.	New	North American Production Support Center	Georgetown	\$31,800,000	560	\$32,631
4	2012	Toyota Motor Manufacturing Kentucky	Exp	Kindle Tech Support	Winchester	\$20,700,000	150	\$45,011
5	2012	Amazon.com	New	Large Industrial Fans	Lexington	\$9,000,000	20	\$69,014
5	2012	Big Ass Fans	Exp	Telecom services HQ	Lexington	\$1,557,942	25	\$42,500
6	2012	Xact Communications	New	Drug screening and confirmations	Lexington	\$2,492,040	23	\$27,000
8	2012	PremierFox	Exp	Automotive supplies manufacturing	Lexington	\$22,586,098	250	\$60,000
9	2012	Nitto Denko	Exp	Global Service Center	Lexington	\$10,000,000	60	\$40,000
9	2012	Bingham McCutchen LLP	New	Coal processing equipment	Lexington	\$1,631,000	14	\$33,206
9	2012	Birtley	Exp	Develops and products flavors and fragrances using	Lexington	\$10,009,426	65	\$35,000
10	2012	Allylix Inc	Exp	Smartfoot systems mfg	Lexington	\$450,000	6	\$52,000
10	2012	Webasto Roof Systems Inc.	Exp	Healthcare technologies	Lexington	\$2,485,000	36	\$72,500
11	2012	Biomedical Development Corporation	New	Health status monitoring systems	Lexington	\$525,000	2	\$120,000
11	2012	TelHealth Holdings, LLC	New	Software design and development	Lexington	\$1,200,000	3	\$50,000
11	2012	Minerva Systems & Technologies	New	Biopharmaceuticals	Lexington	\$277,000	4	\$43,000
11	2012	Invento Therapeutics Inc.	New	Energy technology for coal industry	Lexington	\$1,759,503	75	\$41,486
11	2012	Innovative Energy Solutions	New	Freight brokerage firm	Lexington	\$43,700,000	18	\$44,345
2	2013	Total Quality Logistics	Exp	Ultra-small, precision molded components	Lexington	\$551,551		
2	2013	J.M. Smucker LLC	Refetition					
3	2013	Hummingbird Nano	Exp					

"THE TOAST OF THE TOWN"

THE ANNUAL

WHO GOT THE MONEY

CELEBRATION

TOAST THE
LEXINGTON
START-UP
COMMUNITY

JANUARY 31, 2013

PAULIE'S TOASTED BARREL

517 West Main Street
Lexington, KY 40507

LEXINGTON
VENTURE CLUB



Toasting the Entrepreneurial Companies of 2012

Every year, the Lexington Venture Club recognizes entrepreneurial companies in the Bluegrass Region which are contributing to the long-term growth and prosperity of our community. These entrepreneurs are the mechanism for growing new businesses and jobs that form the basis for the knowledge-based economy in our community.

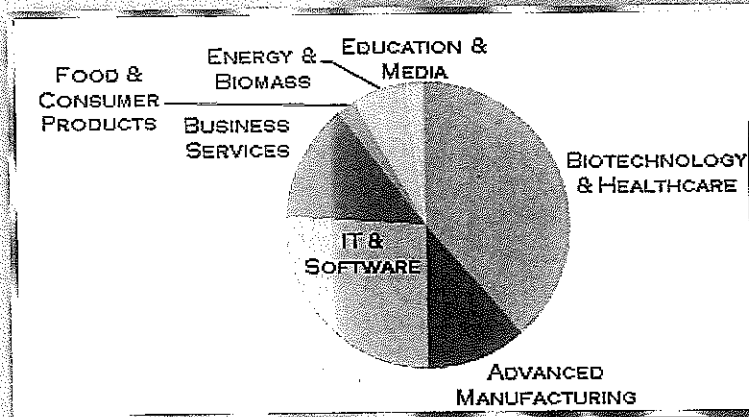
The Lexington Venture Club is proud to be a catalyst by which entrepreneurs, service providers, and investors work together to develop a strong economy in Central Kentucky. Your involvement helps forge a bright future for our community, with the understanding that our success depends on our ability to connect great ideas with experienced management teams and interested investors.

The Lexington Venture Club celebrates 87 early stage companies that have responded to its annual survey, or through other means that their company has received funding and/or created jobs in 2012. The highlight of these companies' self-reported successes include:

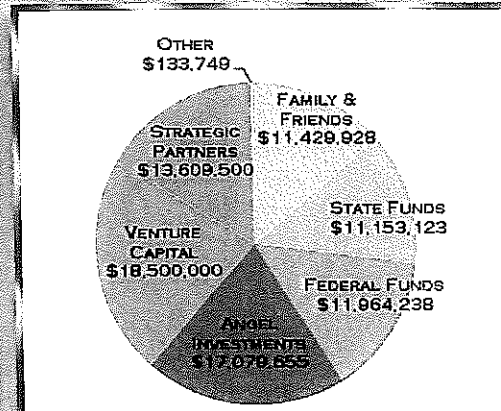
- Received over \$83.8 million in funding (from all sources, ie: Grants, private equity, etc.)
- Employed 823 people
- Hired 304 people in 2012: 201 full-time and 103 part-time
- Paid an average salary of \$68,067 to all full-time employees
- Produced revenues of over \$141.4 million

The Results

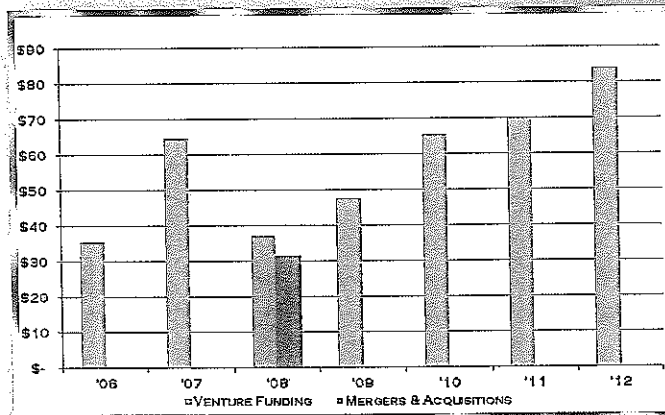
WHO GOT THE MONEY 2012 INDUSTRY SECTORS



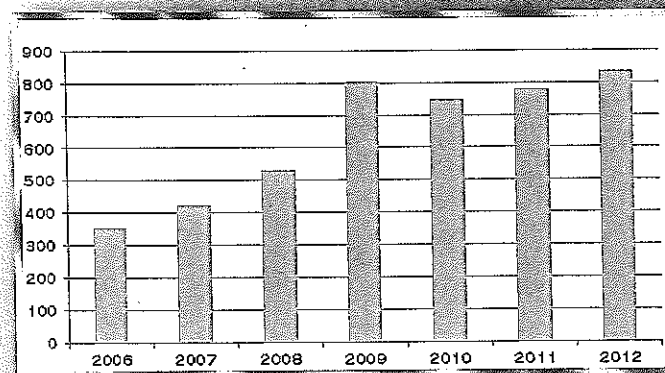
2012 TOTAL FUNDING RECEIVED



2006 - 2012 FUNDING (\$MILLIONS)



2006 - 2012 TOTAL EMPLOYMENT



WHO GOT THE MONEY

3H Company

Right time, Right Place, Right People

3H Company, LLC is a start-up technology company, located in Lexington, KY. 3H Company's business is in the area of research and development of clean energy technology.

Liang Hu, President and Chief
Technologist
757-725-1213
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Adaptive Intelligent Systems develops and commercializes innovative cutting edge welding technologies

Adaptive Intelligent Systems (AIS) develops and commercializes cutting edge welding technology. Our current technologies include 1) a modified gas metal arc welding (GMAW) process, which reduces heat input and improves throughput and 2) a state-of-the-art pipe welding system that allows welders with minimum skills to produce quality welds.

YuMing Zhang, President
859-494-3192
ymzhang@aiswelding.com
www.aiswelding.com



ASPT

Advanced Semiconductor Processing
Technology

Developing semiconductor processing technologies for semiconductor industries and manufacturing solid state sensors for chemical and energy industries.

Zhi David Chen, President
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zhichen@engr.uky.edu

ALKYMOS

Metal-free Medical Solutions

ALKYMOS was established to design, synthesize, develop and distribute chelators and chelator-based devices for laboratory, industrial, animal, and human applications.

Robert A. Yokel, President
859-257-4855
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www.alkymos.com



Making it possible to deliver drugs through the skin that have not been able to be delivered before.

AllTranz is a specialty pharmaceutical company developing a unique set of dermal delivery products utilizing two proprietary technology platforms consisting of prodrug development and microneedle formulations.

Audra Stinchcomb, CSO
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www.alltranz.com



Allylix is focused on the production of natural products called terpenes for the flavor & fragrance and insect repellent markets. Allylix's proprietary technology platform uses the most advanced tools in molecular genetics, biochemistry and structural biology, and fermentation to produce valuable natural products cost effectively.

Carolyn Fritz, CEO
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AntiOp, Inc. is developing a medication, intranasally delivered naloxone, for prevention and treatment of overdose from narcotic medications. The intended populations who could receive the product are patients seen by EMS services, pain management patients, those who have recently undergone detoxification, or those who are maintained on methadone or buprenorphine.

Daniel Wermeling, President & CEO
859-221-4138
dpwermeling@gmail.com



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Brian Raney, CEO
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braney@apaxsoftware.com
www.apaxsoftware.com



Creativity, Technology, Startups

Awesome Inc. exists to establish, grow, and connect the hi-tech, creative, and entrepreneurial communities in Lexington, KY. We are a hi-tech lab, a creative studio space, a co-working space for entrepreneurs, and a venue to host meetings and events for these three communities.

Brian Raney, Founder
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www.awesomeinc.org



The Bluegrass Angels and Bluegrass Angel Venture Funds I and II seek to encourage the development of startup companies and to support new businesses in the region by providing the region's entrepreneurs with seed capital and management guidance from experienced industry and entrepreneurial veterans.

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www.bluegrassangels.com

Biomedical Development Corporation
Linking Technology & Resources Since 1984

Biomedical Development Corporation has two initiatives in Kentucky, Frio® anti-inflammatory mouth rinse and KIOS™ m-Health. Biomedical Development Corporation is bringing two initiatives to market in Kentucky. Frio® oral rinse fights oral inflammation and may lower cholesterol. KIOS™ m-Health, a patient management software, provides real time support for bipolar patients, doctors, and caregivers.

Phyllis B. Siegel, President and Founder
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psiegel@biodevcorp.com



Bluegrass Vascular Technologies is in the business of innovating lifesaving devices and methods that address shortcomings in vascular access procedures. We have developed a unique lifesaving device that redefines the standard of care for central venous access procedures.

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www.therixmedical.com



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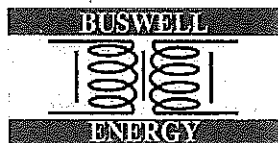
Ben Askren
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Powering Indoor Maps

BuildingLayer's web-based indoor mapping tools help organizations more efficiently manage their spatial operations.

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New patented transformer design improves energy efficiency and reduces cost to manufacture.

Buswell Energy is an R&D company focused on improvements in transformers and other inductive devices to increase energy efficiency in operation and reduce cost to manufacture. The company has compiled an intellectual property portfolio of eight U.S. patents and will commercialize this technology through licensure to existing manufacturers globally.

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John Beran, Mark Lovell, & Bert Lynn
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customKYnetics, Inc. is an early-stage research and development company that focuses on development of rehabilitation engineering products. The primary focus is to design and develop systems that use electrical stimulation in modalities that have the potential to build muscle mass, strength, and endurance or to promote motor retraining.

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www.ecmbio.com



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Equine Diagnostic Solutions (EDS) is committed to providing relevant, accurate, expedient, high quality and accessible testing services for equine veterinarians worldwide, with a focus on equine specialty testing, and excellence in technical and customer service.

Jennifer Morrow, Co-Owner & Member
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jmorrow@edslabky.com
www.equinediagnosticsolutions.com



Injectable solutions for soft tissue injuries

Equinext (EQX) was formed to develop, manufacture, and sell an injectable reagent for the treatment of equine ligament and tendon tissue damage (lesions) occurring in working and competitive horses, livestock, pleasure horses and comfort animals. Simply stated, Our NEXT technology chemically stabilizes the tendon or ligament by using the existing, diseased tissue and chemically reattaches, via covalent bonds, the damaged tissue's long protein chains resulting in a mechanically strengthened, healed tissue.

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www.equinext.net



Devices for cancer therapy

Exatherm is dedicated to the development of devices for hyperthermic therapies to treat cancer. The company is planning a clinical trial with lung cancer patients at the University of Kentucky, beginning in January 2013, with a novel whole body circulatory hyperthermia system.

Scott I. Merz
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Merz@MC3Corp.com
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Don Fishback
odds@donfishback.com
www.donfishback.com

Float

Pro-consumer Lending

Float is a Lexington based company that is pioneering a safer way for people to borrow money. We are a shopping club that rewards members with a no-cost line of credit to use however they like.

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Non-Invasive Measurement

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and animal pharmaceutical industries.

Subodh Das, CEO & Co-Founder
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An independent developer of online video games and virtual worlds.

Frogdice is a market leader in providing an immersive, in-character experience unparalleled throughout the industry. Headquartered in Lexington, Kentucky, Frogdice has a staff of developers in the United States and abroad. Their cultural diversity adds to the richness and variety of content present in Frogdice games.

Michael Hartman, CEO
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www.frogdice.com

Gun.

Gun is a group of people that share the idea that game development is more than the creation of a product, it is the culmination of something that every single one of us would want to play and enjoy.

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www.fearthegun.com

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Russ@hea.biz
www.hea.biz

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HFL Sport Science, Inc. is a world class bioanalytical laboratory providing state-of-the-art detection of drugs and medication in samples submitted by regulatory authorities from racehorses in Kentucky. The laboratory has an active research program to develop methods to detect new substances and is expanding its efforts into sport science activities more broadly – testing horse feed and sport supplements for banned substances and developing laboratory screening tests for fitness and nutritional health.

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www.hfl.co.uk

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HiberNetics

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HiberNetics is engaged in research focused on demonstrating the clinical potential of novel delta-specific opioid peptides, the Deltorphins, which were originally isolated from skin secretions of the Amazonian frog genus, *Phyllomedusa*.

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Founder & Scientific Director
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www.hibernetics.com



HUMMINGBIRD NANO, INC.

Hummingbird Nano, Inc. (HBN) is a manufacturer of ultra-small, precision molded components for the telecommunications, biotechnology, aerospace, energy and defense industries. HBN specializes in maintaining extreme tolerances and pristine quality on molded parts using patented machinery developed exclusively for mass production of plastic and glass parts. This technology differentiates HBN from others in the marketplace, making HBN the industry leader and presently the only solution in many cases for supplying economical, mass produced molded parts with ultra-precision tolerances.

R. Grant Stephens, CEO
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859-489-9400



The Healthcare
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IFT Technologies, based in Lexington, KY, is a healthcare technology company and the developers of HealthReports.com. The company serves insurers, PPO/networks, and large self insured employers in providing their members with cost transparency for healthcare services and consumer focused information.

Jim Freedman, CEO
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www.thinkift.com



Based in Lexington, Ky., iHigh.com, Inc. is the nation's Number One digital television network for high school sports. It provides free Web services to schools, students and other youth organizations around the world to post live television-quality video, stories, photos, video clips, schedules and other information to a page customized with the group's colors and logos. Each iHigh.com school and youth group can generate revenue through video advertisements and sales of merchandise on its iHigh.com website at no cost to the school.

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www.ihigh.com



The Science of Innovation

IES is a clean-tech company developing waste-to-energy technologies for the petroleum and coal sectors. The company has obtained a broad patent on its organically developed technology. IES is actively pursuing energy development projects that will lower energy costs for local clients.

Jacques P. Bingue, PhD
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International Network for Outcomes Research

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Jeff Luross
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www.inoroutcomes.com



INVENIO THERAPEUTICS, INC

Invenio Therapeutics Inc., of Lexington, facilitates the development of a therapy for patients who have acute myeloid leukemia that offers higher potency, lower toxicity and fewer side effects than current treatments.

Mukesh Agarwal
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JJRE Virtual Architect LLC is a technology firm based in Lexington, KY specializing in Internet based and data driven application development. We have built and deployed a variety of systems for the real estate and property management industries, online retail stores, simulated MCAT and LSAT preparation exams, social network concepts, facebook and LinkedIn data integration, and a wide host of solutions for the payments processing industry including iCheckGateway.com which allows merchants to process Credit Card and ACH transactions on one platform.

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Kalyan Ganesan, Ph.D.
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Dr. James K. Neathery
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ahunt@ngimat.com
www.ngimat.com



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www.nuformmaterials.com



Orthopeutics

Orthopeutics is a medical technology incubator that is developing injectable solutions for highly prevalent disorders that stem from mechanically deficient tissues. Our current therapeutic focus involves the use of direct chemical modification of collagenous connective tissues. Specific application areas include spinal disc degeneration, spinal deformity, knee meniscus tears, equine tendon and ligament lesions, and flaccid soft palate in snoring and obstructive sleep apnea.

Tom Hedman, Ph.D.
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OUTRIDER TECHNOLOGIES

Outrider Technologies was co-founded by John Anthony, chemistry, and John Beran, now CEO, in 2005 and specializes in soluble organic acene-based semiconductors. These organic electronic materials have proven useful in low-end high-volume switching applications, as well as photovoltaic applications, and offer large economic advantages associated with manufacturing, while also combating long-term device stability issues.

John Beran
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www.paratechs.com



Research now links poor oral health with other systemic health conditions, such as stroke and diabetes. PDx BioTech is a diagnostics company that is focused on improving oral health in both humans and pets.

Angela Chapman, VP Business Dev. & Sales
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Phoenix Global Designs was formed in 2003 providing design and engineering services to industry and organizations.

Anthony Pistilli
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Randall Stevens, President
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Roger Hayes, CEO
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www.pillguard.com



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Fred Payne, President
Phone: 888-415-0441
Fred.Payne@reflectronics.com
www.reflectronics.com



Targeting Alzheimer's Disease

Scout Diagnostics is a company that is developing an immunoassay to detect Alzheimer's disease.

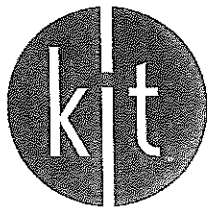
John Beran, Managing Member
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www.scoutdiagnostics.com

SIGNALSOLUTIONS

Sensor Systems, Signal Analysis, Software

Signal Solutions, LLC, provides consulting, custom software, and supporting products for sensing and classification systems. It currently develops and sells products for high-throughput tracking of sleep and wake behaviors in mice, as well as helping other companies develop systems for recording and analyzing animal and biomedical signals.

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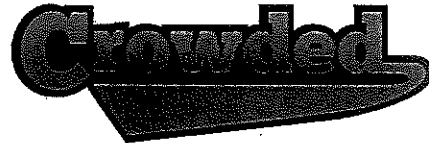
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fueled by nature

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Crowded brings the game on the field into the stands

Crowded is a free mobile application that uses live interactive play prediction and trivia at baseball games to test the knowledge of fans in the stadium. Players compete for accolades and are offered prizes for top scores, which will be tied into stadium concessions and other prizes.

Evan Leach
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Stadionaut LLC



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Greg Plucinski, COO
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gplucinski@summitbiosciences.com
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SUPER SOUL

Super Soul's mission is to develop
interactive experiences with an emphasis
on fun, innovation and experimentation.
Super Soul was founded in late 2011 by
John Meister and Richard Hoagland. The
company recently released Compromised
on the Xbox 360. Super Soul has also
produced several experimental games and
showcased interactive installations.

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and other medical centers and practices in
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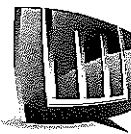


Transposagen

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Transposagen Biopharmaceuticals, Inc. is a privately held biotechnology company that is dedicated to providing unique animal models of human diseases for drug discovery and development. Transposagen is focused on providing unique rat models of human disease and on building a novel rat tissue bank to revolutionize drug discovery research.

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Underground RECOVERY, LLC

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VeBridge

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www.vebridge.com



NanoBioTechnology

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Vindico NanoBioTechnology Inc. (Vindico) is dedicated to the discovery, development and commercialization of highly innovative diagnostic and therapeutic applications based on its proprietary polymersome technology with a focus on the transfusion medicine market.

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White STRATUS

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Though Xact Communications is a new telecommunications company providing superior cloud-based and traditional IP voice and data technology, there is nothing new or inexperienced about its management or services. Founded on knowledge and experience gained in over 15 years in the industry, Xact is focused on becoming THE leading provider in business telecommunications by combining that accumulated knowledge and superior service offerings with a very "simple-to-do-business-with" attitude and unparalleled world class customer service. Xact is headquartered in Lexington, Kentucky and serves a nationwide footprint.

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www.xactllc.com

Committee Referrals

Economic Development Committee of the Whole

Item	CM	Date
Quarterly Development Report	Stinnett	2-28-11
Insurance Tax to Support Affordable	Henson	3-17-12
Housing Trust Fund	Akers	2-12-13
Food Truck Work Group		

PAS 4.5.13