

# The Lane Report<sup>®</sup>

KENTUCKY'S BUSINESS NEWS SOURCE FOR 28 YEARS

JANUARY 2013

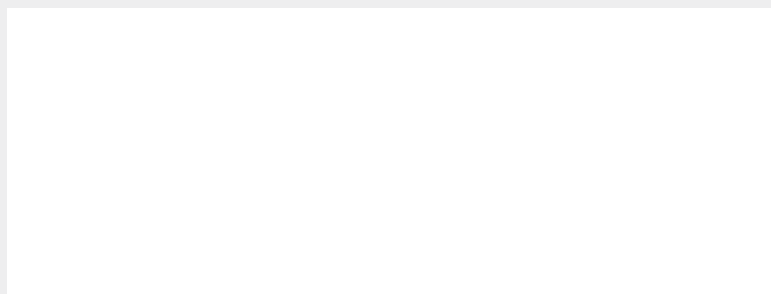
\$4.50



## HOW WILL THE ECONOMY ROLL FOR YOU?

Kentucky's leaders forecast a year  
of improvement and steady growth

Page 22



lanereport.com

LANE ONE-ON-ONE:  
MITCH NICHOLS  
*President, UPS Airlines*





*Connecting  
you with  
the power  
of choice*

Today, our upgraded network is delivering Kentucky exciting new choices in Internet and wireless.

Modernizing state telecom regulations will help enable us to upgrade our network faster – and bring these new services to more places in Kentucky.

*Rethink Possible*<sup>®</sup>



*Responsive 24/7*



201 East Main Street, Suite 1000

Lexington, Kentucky 40507

(859) 231-8780 | [www.mmlk.com](http://www.mmlk.com)

THIS IS AN ADVERTISEMENT

**1963. A GREAT YEAR FOR CARS. AN EVEN BETTER YEAR FOR LAW FIRMS.**

CELEBRATING **50** YEARS OF LEADERSHIP IN LAW.

- Business Law
- Government Access
- Healthcare Regulation
- Real Estate
- Litigation





## 22 COVER STORY HOW WILL THE ECONOMY ROLL IN 2013 FOR YOU?

Kentucky's leaders forecast a year of improvement and steady growth

## 30 RESTORE THE FALLS OF THE OHIO?

Project champion foresees one of the nation's great urban parks and waves of development

## 32 TRICKY SAILING

Gathered on the river in Frankfort, veterans and new faces see turbulence

## 34 WORTHY OF NOTE

Women who are making a difference in the commercial life of Kentucky

## 36 IMAGING MAKEOVER

An evolving Lexmark showcases new solutions software, multifunction product hardware strategy



### On the Cover

Economic forecasts by Kentucky leaders for 2013 compiled by *The Lane Report* are the most optimistic since at least 2007. (Lane Report photo illustration)

### Departments

4	Perspective	29	The Lane List
6	Fast Lane	38	Exploring Kentucky
12	Interstate Lane	40	Spotlight on the Arts
14	Kentucky Intelligencer	41	Sales
16	Corporate Moves	42	Passing Lane
17	On the Boards	44	Kentucky People
18	Lane One-on-One: Mitch Nichols President of UPS Airlines		



### lanereport.com

#### Kentucky Business News Online

Read up-to-the-minute Kentucky business news stories, current and archived copies of *The Lane Report*, *Market Review*, *BG – A way of life*, *Next – Your Future After High School in Kentucky*, *Health Kentucky*, *Prep Magazine*, special reports, white papers and community profiles.

### Faster Lane

#### Email news bulletin

Three or more times a week, the editors of *The Lane Report* publish the Faster Lane email bulletin of fast breaking and important business and economic news from across Kentucky. Visit [lanereport.com](http://lanereport.com) to sign-up for this free, must-have, at-your-fingertips news service.

PERSONAL SERVICE IS NOT A THING OF THE PAST.



HILLIARD LYONS

## A COMPANY THAT'S BEEN AROUND 159 YEARS IS

Hilliard Lyons is an independently-owned, full-service wealth management group offering products and services competitive with national investment firms. Providing everything from portfolio reviews to comprehensive financial plans, we work with real people every day to deliver unique financial solutions to fit their needs. And just as we have been for more than a century and a half, Hilliard Lyons is here for you, because our clients are our most important investments.

## PROBABLY PRETTY GOOD AT LONG-TERM RELATIONSHIPS.



#### EDITORIAL DIRECTOR

Mark Green

#### ASSOCIATE EDITORS

Karen Baird  
Lorie Hailey

#### CREATIVE DIRECTOR

Jessica Merriman

#### CORRESPONDENTS

Amanda Arnold; Rena Baer;  
Katherine Tandy Brown; Anne Charles Doolin;  
Debra Gibson; Robert Hadley;  
Anne Sabatino Hardy; Feoshia Henderson;  
Kara Keeton; Meredith Lane; Abby Laub;  
Nancy Miller; Greg Paeth; Eddie Sheridan;  
Mariam Williams; Gary Wollenhaupt

#### SYNDICATED COLUMNS

Creators Syndicate

#### DESIGN

Stone Advisory

#### PRINTING, OUTPUT & PRE-PRESS SERVICES

Publishers Printing Co.

#### CHIEF EXECUTIVE OFFICER

Ed Lane

#### PUBLISHER

Bob Earley

#### ASSOCIATE PUBLISHERS

Dick Kelly  
Donna Hodsdon

#### TREASURER

Jeromie Kirk

#### CIRCULATION

P&B Services

#### WEB MARKETING & PUBLISHING

WebMedley

#### IT SERVICES

NetGain Technologies

Lane Communications Group  
is a member of

**THE ALLIANCE**

OF AREA BUSINESS PUBLICATIONS

The Lane Report is published monthly by:

Lane Communications Group  
201 East Main Street 14th Floor  
Lexington, KY 40507-2003  
editorial@lanereport.com

For more information and  
advertising rates contact:  
**PHONE: 859-244-3500**

The annual subscription rate is \$29.  
(Kentucky residents add \$1.74 sales tax.)  
Newsstand price is \$4.50.

Send check or money order to:  
Circulation Manager  
THE LANE REPORT  
201 East Main Street 14th Floor  
Lexington, Kentucky 40507-2003

THE LANE REPORT corrects all significant errors that  
are brought to the editors' attention.

© 2013 Lane Communications Group

All editorial material is fully protected and must not be  
reproduced in any manner without prior permission.

**VERIFIED**  
AUDIT CIRCULATION

## PERSPECTIVE

### WILL 2013 BE A BETTER YEAR?

America looks for healing  
after 2012 filled with struggle

BY PAT FREIBERT

THE presidential election and 2012 are now behind us but not forgotten. It will take time and effort to heal an almost evenly divided country in plotting a path back to a more united and prosperous future for America.

Historic joblessness, runaway national spending behind trillion-dollar deficits, unsustainable debt and a regulatory environment strangling business both small and large all combine to provide immense motivation for positive change in 2013. Weak economic growth has eroded the largest economy in the world and downgraded the U.S. credit rating for the first time in history.

The devastation inflicted on New York and New Jersey by 2012's Hurricane Sandy and government's slow response is another low point, especially for those hardest hit who lost their roof, heat, water utilities, food and shelter. Major drought in our western states in 2012 created untold hardship.

Hostess Brands Inc. had a rough year in 2012. Now in bankruptcy, the maker of Twinkies and Hostess Cupcakes employed 18,500 people in 36 plants. Thousands of baker's union members went out on strike to protest a court-ordered increase in worker contribution to their healthcare benefits. Unions should not put employers out of business.

Columnist George Will asked, "Why a bailout with taxpayer money for GM and not Hostess?" Troubled Asset Relief Program (TARP), whose resources were used to bail out GM, was enacted to rescue financial institutions – never mind that GM was not a financial institution but a powerful union shop wanting a rescue. GM's product line is being targeted for the Federal government's "green efforts," and apparently the public is not buying the concept.

President Obama's agenda to sharply raise taxes on top income brackets directly affects small business firms that employ about half of all private employees and generated 65 percent of new jobs over the past 17 years, according to the Small Business Administration. Ernst and Young reports that raising taxes on the top 2 percent would cost 700,000 jobs.

Some of the good things of 2012 offering more hope for America include a new gas and oil recovery process called "fracking." It has the potential to allow the United States to again be a major energy-producing leader and engender energy independence.

Another item in the 2012 "Good Column" is the recent award given to Kentucky's Judge Anthony Wilhoit for his work in government ethics. This is the highest international award given in the realm of election law, campaign finance and ethics. Judge Wilhoit, retired chief judge of the Kentucky Court of Appeals, has been executive director of the Kentucky Legislative Ethics Commission since 1997.

The University of Kentucky's 2012 basketball national championship cannot go unmentioned, nor can UK's Sanders-Brown Center on Aging, which researches dementia, including Alzheimer's disease. Captain "Sully" Sullenberger, "Hero of the Hudson," visited Sanders-Brown's 26th anniversary celebration in November. Capt. Sullenberger's actions and skill saved the lives of his passengers and countless others on the ground in safely guiding a U.S. Airways jetliner to an emergency landing on the icy Hudson River.

Last but not least, Central Kentucky weathered the 2012 drought without needing water usage restrictions because of advance planning by Kentucky American Water Co. and its new water treatment plant and pipeline.

What can we do to restore American prosperity and preserve American liberty? We can begin by trying to help mend America's broken heart – broken by the senseless murder of 26 schoolchildren and adults in a schoolhouse in Connecticut; broken by the murder of our ambassador and special forces denied help in Benghazi; broken by apparent gun-running to Mexican drug cartels by our own government's "Fast and Furious" program; broken by widespread joblessness and declining income and property values for Americans. Our hearts are broken, but we must never let our spirits be broken. We can continue to be a strong nation. And the uncertainty about the cost and coverage of Obamacare for businesses and individuals will sort itself out one way or another.

Happy New Year Kentucky and America. ■



Pat Freibert is a former Kentucky state representative from Lexington. She can be reached at editorial@lanereport.com.

**\$1.3B INVESTED IN FACILITY DEVELOPMENT SINCE '01**

# TRANSFORMING

THE CAMPUS. THE CITY. STUDENTS' LIVES.



See how we're stimulating academic and economic growth in Louisville and the Commonwealth.

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

UNIVERSITY OF  
**LOUISVILLE.**

# FAST LANE

A compilation of economic news from across Kentucky

## STATE: MAJORITY OF KENTUCKY MANUFACTURERS SAY THEY PLAN TO ADD EMPLOYEES IN THE COMING YEAR



Ford photo

Ford Motor Co. added some 1,300 workers last fall when the company added a third shift at its Louisville Assembly Plant, where it is producing the new Ford Escape.

FIFTY-two percent of Kentucky manufacturers say they plan to hire between one and 19 employees in 2013, according to the recently conducted **2012 Annual Manufacturing Wage and Benefits Survey**.

"This study represents data collected from 184 companies in Kentucky representing over 68,000 employees," said Beth Brinly, commissioner of the Department of Workforce Investment. "It gives us a valuable snapshot of what is happening in the manufacturing industry. It shows that manufacturers are pleased with their workforce and that turnover rates remain fairly low."

The survey showed that the positions of manufacturing employees included in the survey made an annualized average of \$47,486 in

2012. Most companies that responded to the survey – 94 percent – offer health insurance to their employees, while 92 percent of those cover family members as well. Questions about benefits showed that 79 percent of the companies provide nine or more paid holidays per year and 55 percent provide an annual bonus.

Sixty-four percent of Kentucky manufacturers surveyed are emphasizing education and training in green practices, such as reducing their energy use, making environmentally friendly products, reducing pollution, conserving natural resources and being more cost effective. That number is up 10 percent from 2011. New green products are being developed by 32 percent of the companies.

About 73 percent of the employers currently use temporary staff – as compared to 67 percent in the last report – and 45 percent of the employers plan to maintain that level.

As of March 2012, Kentucky's manufacturing sector employed about 217,338 people.

## STATE: KENTUCKY'S FARM CASH RECEIPTS FOR 2012 EXPECTED TO EXCEED 2011 RECORD BY 10 PERCENT

PRELIMINARY U.S. Department of Agriculture reports indicate that Kentucky farm cash receipts for January through September totaled \$3.6 billion, 10 percent higher than 2011's record level for the same period.

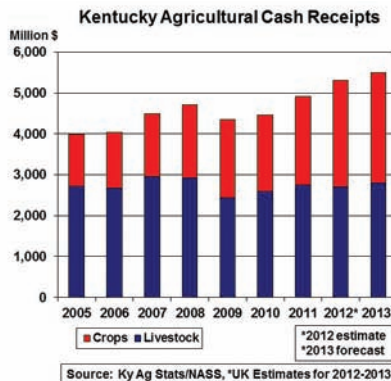
Despite weather impacts on yield and high feed costs, agricultural economists with the **University of Kentucky College of Agriculture** foresee 2012's cash receipts in the state will total \$5.3 billion.

Will Snell, of UK's Department of Agricultural Economics, said reports show high returns in corn, cattle and tobacco and improvements in the equine sector. Despite significant yield losses, corn receipts for 2012 will continue to rival poultry as Kentucky's top agricultural enterprise.

It's been 10 years since Kentucky growers started to concentrate on diversifying and developing the state's horticulture industry and UK experts say the industry has seen steady growth through a difficult economy.

On the whole, the UK agricultural economists were guardedly optimistic about 2013. They predict that relatively strong prices, increased crop acres and global demand will enable Kentucky agricultural cash receipts to continue to grow to between \$5.4 to \$5.6 billion.

"Our main concern is what will happen when approximately 15 to 20 percent of our current net farm income disappears with the tobacco buyout payments ending in 2014 and the likely elimination of direct payments," Snell said. "Kentucky agriculture will have to make up approximately \$200 million in losses in the marketplace, which will put more pressure on growth in local food markets and expansion in exports."



## LOUISVILLE: TWO IT FIRMS MOVE HQ TO LOUISVILLE, CREATING 100 NEW JOBS

TWO technology companies have announced plans to establish their headquarters in downtown Louisville, creating 100 new jobs.

**Indatus** and **Mocura**, both owned by **ICIM Corp.**, are moving their businesses from New Albany, Ind., to a renovated historic building on East Main Street in Louisville, where they will establish a tier-2 data center with a full network operations center. The property, which



is registered as a historic building for art deco design in Kentucky, was the original headquarters of **Four Roses Bourbon**, has been home to the **Miller Paper Co.** and most recently housed **Bridges and Smith Paint Co.**

The renovation of the historic site, which is often touted as the "Gateway to Whiskey Row," will include refurbishing 9,000 s.f. on the first floor that will be available for lease to a retail or restaurant space and the renovation of 9,000-s.f. of basement space. The project is expected to be complete by late December 2013.

Indatus is a 22-year-old, privately held company that has products that have been in the "cloud" for more than 10 years and are leading the way in cloud-based technologies, software and communications systems. The company currently has more than 8,000 customers across North America, ranging from small businesses to global Fortune 100 companies.

Mocura is an 18-month-old sister company to Indatus and covers three areas of products and services that are solely focused on enterprise-level apps and data gathering. The company's market-ready mobile applications, custom-developed mobile applications and mobile device management tools utilize existing SaaS cloud architecture to manage data. Mocura grew more than 1,000 percent in the past 12 months and is quickly becoming a major player in the rapidly changing mobile business process arena.

According to *The (Louisville) Courier-Journal*, salaries for the new jobs will average around \$45,000 to \$50,000, with software engineers and network technicians making between \$60,000 and \$70,000.



## NICHOLASVILLE: ALLTECH TO INVEST \$80M IN KY; \$2.5M FOR RESEARCH IN CHINA



Alltech photo

*Alltech is planning a \$40 million expansion of its global headquarters facility in Nicholasville.*

**A**LLTECH is planning to invest \$80 million on two expansion projects in central Kentucky.

Dr. Pearse Lyons, Alltech founder and president, told a group of business leaders about the plan at a recent breakfast at Alltech's **Lexington**

**Brewing and Distilling Co.**, the first stop on Commerce Lexington's Kentucky Regional Tour, a two-day event that showcased the success of the region's agri-economic sector.

Alltech will spend \$40 million to expand the brewery and distillery, and will invest another \$40 million to expand its global headquarters in Nicholasville, Lyons said.

Alltech is a leader in animal health and nutrition and is among the top 10 animal health companies in the world. The company recently launched a \$2.5 million research alliance with leading universities and academic research institutes in China, which currently ranks as the largest feed market in the world. Alltech is now putting "unprecedented resources" into China, including transferring one of its senior vice presidents to the country earlier this year and sending another senior vice president there on a monthly basis.

## BOWLING GREEN: GM HIRES TEMPORARY WORKERS FOR NEW CORVETTE LAUNCH

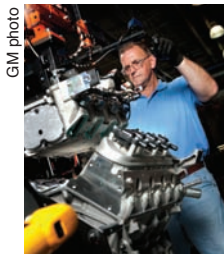
**G**ENERAL Motors has hired 170 temporary workers at its **Bowling Green Assembly Plant**, where it is gearing up to launch the next-generation **Corvette**.

The workers will be used on a short-term basis – from four to 18 months – and will allow the current crew to take needed vacations and other time off before the launch of the 2014 Corvette.

The seventh generation of the iconic sports car will make its debut Jan. 13 in Detroit, with production slated to begin around the middle of the year.

GM announced in October that it would stop production operations at the 31-year-old plant in February to allow for the necessary retooling and renovation of the body shop and retraining for employees. The company said that continuing production during the retooling and renovation was not feasible due to the drastic differences between past Corvettes and the upcoming model. In fact, only two parts currently used will carry over to the new model.

Plant Manager Dave Tatman told *The (Bowling Green) Daily News* that the temporary workers will work 40 hours a week, with the potential for overtime. Tatman said the plant has already brought back workers who were laid off during the worst of the recession due to slow sales, and plans to hire at least 100 more people who have been laid off from other GM plants.



GM photo

*General Motors plans to begin production of the seventh-generation Corvette later this year. The Bowling Green Assembly Plant is undergoing a renovation to prepare for the 2014 Corvette, which will be dramatically different than previous models.*

## BUSINESS BRIEFS

### ASHLAND

■ Miami-based **Optima Specialty Steel** has acquired **KES Acquisition Co.** for \$112.5 million in cash. KES, which operates as **Kentucky Electric Steel**, operates a steel mini-mill near Ashland that recycles steel from scrap. KES has served as a supplier to Optima and will operate as a wholly owned subsidiary of the company.

### AUGUSTA

■ **Clopay Plastics Products Co. Inc.** has invested \$12.3 million to expand its facility in Augusta, adding 62,000 s.f. to the existing 289,000-s.f. facility. Clopay, a Mason, Ohio-based company that has locations worldwide, produces a variety of products used in the hygienic, health-care, protective apparel and industrial markets. The company employs 290 full-time workers at its Augusta plant, making it Bracken County's largest employer.

### BENTON

■ After considering several locations in which to expand, **Kennedy Book Store Inc.** has opened a new retail store in Benton. Kennedy's Fan Shop will carry official merchandise from the **University of Kentucky**, **Murray State University** and Marshall County High School as well as gifts, souvenirs and autographed memorabilia. Kennedy's has been in business since 1950 and is still family owned and operated. In addition to its Lexington location, which employs 16 full-time employees and a part-time staff of approximately 50, Kennedy's also operates University Book & Supply in Richmond and a college bookstore and mall store for **Southern Illinois University** in Carbondale, Ill.

Kennedy's photo



### COVINGTON

■ **Indy Honeycomb**, a producer of metal honeycomb used in military, commercial and industrial applications and for aircraft engine parts and power generation turbines, is investing \$915,000 to expand its manufacturing facility in Covington. The company currently employs 29 people and plans to add 13 full-time jobs as a result of the expansion, which will double the facility's production space and add more office space to help meet increased demand for its products.

### FLORENCE

■ **Mazak Corp.**, a leading designer and manufacturer of machine tool solutions, has completed the expansion of its National Technology Center and Center for Multi-Tasking and Manufacturing Excellence, the second of three major expansion projects that will significantly add to the company's manufacturing campus in Florence. The expansions will ultimately increase Mazak's total floor space to 800,000 s.f. and position it as one of the largest machine tool factories in the country. The first of the three expansions was that of the company's North American Parts Center and Spindle Repair Department, which allows Mazak to now stock over 52,000 unique part numbers valued at more than \$65 million. The third and most significant expansion is that of Mazak's manufacturing plant, which will boost the company's production capacity to up to 200 machines per month.



### FORT MITCHELL

■ The **Drawbridge Hotel & Convention Center** has closed after being in business for 42 years, during which time it became a Northern Kentucky landmark. The 382-room hotel was sold at auction in March 2012 for \$4.5 million. The new owners say

they are considering future opportunities for the site and are weighing the feasibility of remaining in the hospitality industry. Fifty employees were affected by the closing.

## BUSINESS BRIEFS

### HAZARD

■ **Kentucky First Federal Bancorp** and **CKF Bancorp Inc.** have closed on the merger arrangement between the two companies that was first announced in November 2011. Kentucky First is the holding company for **First Federal Savings and Loan Association** of Hazard and **First Federal Savings Bank** of Frankfort; CKF is the holding company for **Central Kentucky Federal Savings Bank**. Under the merger agreement, CKF will be merged into Kentucky First and Central Kentucky Federal Savings Bank will be merged into First Federal Savings Bank of Frankfort.

### HEBRON

■ **Delta Private Jets** is closing its corporate office in Kinston, N.C., as part of the charter flight company's plan to consolidate its corporate functions at the company's headquarters at the **Cincinnati/Northern Kentucky International Airport**. According to the *Triangle Business Journal* of Raleigh, N.C., most of the 50-member Kinston staff will likely be laid off, though some could be transferred to CVG. Delta spokesperson Leslie Scott told *The Kinston Free Press* that the consolidation would "result in greater cost savings and operational efficiency."



### HIGHLAND HEIGHTS

■ After acquiring the **Alcan Cable North American** business from **Rio Tinto Alcan** last fall, Highland Heights-based **General Cable Corp.** has further expanded its reach with the acquisition of Alcan Cable China. **Alcan Cable China** operates a 430,000-s.f. manufacturing plant in Tianjin, China, as well as 10 regional sales offices. Alcan Cable China represents approximately 10 to 15 percent of Alcan Cable's overall revenue and is expected to contribute up to \$700 million in annual revenues at current aluminum prices.



### LEXINGTON

■ Alltech's **Lexington Brewing and Distilling Co.** has officially released the newest addition to its family of beers, the **Kentucky Bourbon Barrel Coffee Stout**. The product is a dark brew that is aged with Alltech's **Café Citadelle Haitian** coffee beans. Profits from the coffee support two Haitian primary schools as well as a sustainable economic future for Haitian farming communities.

■ The U.S. Department of State has awarded the **University of Kentucky** a \$1.7 million grant to partner with universities in the Khyber Pukhtunkhwa province of **Pakistan**, through the University Partnership in Business Administration program. The World Economic Forum recently ranked Pakistan 124 out of 144 countries in global competitiveness. UK's goal is to help build Pakistan's capacity to train and educate individuals who will create opportunities and build a stronger economy.

■ Lexington-based **Lexmark International** held a media event last month to showcase some of its newest products, including its new **Secure Content Monitor**, a solution that mitigates risk and protects companies and agencies from potential threats to confidential information, profits and productivity by enabling businesses to automatically track and audit sensitive information. The product is one of the most recent developments in the company's strategy to phase out production and development of inkjet printers and shift its focus to providing higher-value imaging and software solutions and data management services.



### LOUISVILLE

■ Virginia technology company **CACI International Inc.** has acquired Louisville technology solutions provider **Emergint Technologies** for an undisclosed amount. Emergint provides healthcare-focused IT services that support federal and state customers, including the **Center for Disease Control and Prevention**, **National Institutes of Health** and the **U.S. Food and Drug Administration**. CACI President and CEO Dan Allen said Emergint's established relationships with federal health organizations will help CACI further expand its footprint in the high-growth healthcare IT market. Emergint, founded in 1999, has 300 employees and is expected to have 2012 revenues of approximately \$42 million. CACI is a member of the Fortune 1000 and employs approximately 14,900 employees in more than 120 offices worldwide.

## LOUISVILLE: LG&E UPGRADES TO CREATE 700 CONSTRUCTION JOBS, CLEANER AIR



LG&E photo

*The Mill Creek Generating Station in Jefferson County is one of four LG&E/KU facilities that will receive upgrades to control emissions.*

LG&E is moving forward with environmental upgrades at its **Mill Creek Generating Station** in southwestern Jefferson County, a \$940 million project that will create some 700 construction jobs.

The Kentucky Public Service Commission requires state utilities such as LG&E and KU to produce energy at the lowest cost for customers. Coal has historically been the lowest-cost method to generate electricity. However, that is not always the case because of stricter **EPA** regulations, LG&E and KU said.

Mill Creek, along with three other LG&E generating stations, will be upgraded with modern technology,

ensuring LG&E and KU continue to use Illinois Basin coal to provide electricity to Kentucky customers.

The new equipment, which includes scrubbers on all four units at Mill Creek, will further increase the station's ability to control sulfur dioxide emissions from current levels (around 90 percent) to a more than 98 percent removal rate. New fabric filter baghouse technologies will be installed on all four units to remove mercury and fine particulates. The upgrades are expected to be complete by 2016.

## STATE: KY JOINS NATIONAL NETWORK TO HELP DEVELOP STEM WORKFORCE

KENTUCKY is among 16 states that have partnered with a research and development organization to create a national network dedicated to transforming science, technology, engineering and math (STEM) education in the United States.

UK photo



In conjunction with **Battelle Memorial Institute**, the world's largest nonprofit research and development organization, **Kentucky STEMx** is working to connect education, business, government, philanthropy and the community to impact STEM education and workforce development.

*Lexmark International President and CEO Paul Rooke (left) and Ashland Inc. Community Relations Manager Daryl Love were among the Kentucky business leaders who met last fall to support Kentucky's involvement in the STEMx network.*

Kentucky – like most states – has multiple STEM-related centers and programs, but they usually operate apart from one another. STEMx is designed to recognize the work being done by the individual programs while connecting them with each other to create a shared vision.

The new network provides a comprehensive support system for school districts participating in the UK College of Education's Kentucky P20 Innovation Lab, providing them with the ability to share STEM education ideas and practices across the state and within a national network.

In addition to Kentucky, the other states participating in STEMx include Arizona, California, Colorado, Idaho, Michigan, New Mexico, New York, North Carolina, Ohio, Oregon, Pennsylvania, Tennessee, Texas, Washington, and Washington, D.C.



# See the world in a new way.

Why settle for local when you can go global? The Cabinet for Economic Development, along with its Kentucky Export Initiative partners, wants to help your company achieve its full potential in the international marketplace. That's why we're now accepting applications for grants made possible by the U.S. Small Business Administration's State Trade and Export Promotion program.

Qualifying companies can use the STEP grant to assist with market research, identifying international

customers, participating in trade shows, and even translating websites and marketing materials. Plus, our team of experts will guide you every step of the way.

Exporting has already proven its value in helping Kentucky companies grow their capacity, increase productivity and diversify their customer base. Kentucky exports surged to \$20 billion in 2011, up more than 100 percent in a decade. Let us help you become part of this success. Find out more about the STEP program under the "assistance" section at [www.kyexports.com](http://www.kyexports.com).



For more information visit [ThinkKentucky.com](http://ThinkKentucky.com)  
or call 800-626-2930.



[Facebook.com/ThinkKentucky](https://www.facebook.com/ThinkKentucky)



[Twitter.com/ThinkKentucky](https://twitter.com/ThinkKentucky)



Cabinet for Economic Development

## BUSINESS BRIEFS

### LOUISVILLE

■ Louisville-based insurance company **Neace Lukens** has completed its acquisition of **Gosnell Insurance**, a Charleston, S.C., company that specializes in property/casualty and personal insurance. The acquisition is the eighth acquisition for Neace Lukens this year. The company was founded in 1991 and now has more than 150 licensed agents and more than 600 employees in 11 states.

■ **Johnson Controls** plans to close its manufacturing plant in Louisville, where it produces injection-molded automobile interior components. The closing, which the company said is tied to excess capacity in its interiors segment, will result in up to 392 workers being laid off. According to papers filed with the state, approximately 50 workers at the Louisville plant will be retained and transferred to other Johnson Controls plants. Johnson Controls operates locations around the world and has some 170,000 employees. The Louisville plant closing is slated to take place in February.



■ Louisville-based **PharMerica Corp.**, a national provider of institutional pharmacy and hospital pharmacy management services, has acquired **Amerita Inc.** for an undisclosed sum. Amerita is a provider of specialty home infusion services with operations in Tennessee, Texas, Oklahoma, Colorado and Utah. PharMerica CEO Gregory Weishar said the acquisition represents an opportunity for PharMerica to leverage existing pharmacies and broaden its product offerings. Weishar noted that the ability to serve patients in their home will support the efforts of the company's long-term-care clients as they adapt to the changing healthcare landscape.



21c Hotels photo

■ Louisville-based **21c Hotels** has opened its second property, located in downtown Cincinnati. The company has renovated and restored the 100-year-old former **Metropole Hotel** into a contemporary art museum, 156-room boutique hotel and restaurant. The hotel was recently listed on the National Register of Historic Places.

■ **Bellewood Home for Children** and **Brooklawn Child & Family Services** have merged to create **Uspiritus**, a Louisville-based agency that will serve children and families across the commonwealth. With the merger, Uspiritus becomes one of Kentucky's largest non-profit agencies, serving more than 1,100 children and families with more than 300 employees and a \$23 million budget. Uspiritus will operate residential campuses in two Louisville-area locations and regional offices in Lexington, Bowling Green, Owensboro and Paducah, with services that include family preservation counseling and therapy, therapeutic foster care, residential care, psychiatric residential treatment and transitional and independent living. Mary-Kate Poling, formerly president and CEO of Brooklawn, will lead the combined staff as president and CEO of Uspiritus.

■ Nine new companies have moved into the **Nucleus Innovation Park – TechCenter**, bringing the downtown facility to capacity. The companies housed at the TechCenter include: **ApoVax, eVMS, Health DataStream, Honeywick, iCare, Kentucky Clinical Trials Laboratory, Rigid Solutions** and **Why Wait**. Nucleus CEO Vickie Yates Brown said the heightened interest in the TechCenter proves that Louisville is becoming a hub for entrepreneurs and companies that are built on innovation. Nucleus is an arm of the University of Louisville Foundation, which provides business management and consulting services to support entrepreneurs engaged in innovation and research.

### MOUNT STERLING

■ **Caterpillar Global Mining** has filed papers with the state informing them of the company's plans to close its plant in Mount Sterling by Feb. 9. The closing is tied to Caterpillar's decision to consolidate work at multiple facilities. The Mount Sterling plant's operations, which primarily involve welding work on dragline excavating machines used in the mining industry, will be moved to Caterpillar locations in Texas and Florida. The closing will eliminate 23 jobs.

## GEORGETOWN: TOYOTA INCENTIVES HELP COMPANY MANAGE MASS RETIREMENTS



Toyota photo

*Approximately 25 percent of the 6,600-member work force at Toyota's Georgetown plant will soon be eligible to retire.*

**T**OYOTA Motor Corp. has implemented a retirement incentive program to help manage the company's attrition rate over the next few years. Because the company hired so many people at once when it started its U.S. operations in 1988, a large percent of the work force will soon be eligible to retire. In order to manage the retirement rate and give the company time to train employees to take their place, Toyota is offering an incentive to eligible employees if they will agree to retire at set intervals.

The Next Step Program is open to nearly 2,000 Toyota workers in the U.S. who have at least 22 years of service as of March 31, 2013. Some 1,600 of those who are eligible are located at Toyota's plant in Georgetown.

Those who agree to enroll in the program will receive two weeks of pay for each year of service (up to 25 years) and an additional eight weeks of pay. The program is set up to have retirements spread out over the coming year, beginning in February. Subsequent dates have been set for May, August and December 2013, and January 2014.

Toyota plans to fill all positions left open due to retirements.

## STATE: PSC ANNOUNCES OVERLAY PLAN FOR WESTERN KENTUCKY AREA CODES

**A** new area code in western Kentucky will occupy the same geographic area as the current area code 270, the **Kentucky Public Service Commission (PSC)** announced last month.

The overlay option for area code 364 is the least disruptive and imposes the smallest cost on businesses in the area, the PSC said. This is the first area code in Kentucky created by an overlay. Area code 270 was created in 1999 by splitting area code 502.

"This decision means that everyone who now has an area code 270 phone number can keep that number," PSC Chairman David Armstrong said. "The only thing that will change is that 10-digit dialing will be required for local calls beginning in early 2014."

That means an area code must precede the seven-digit phone number for all local calls within the 270 area code. Long-distance calls within area code 270 will require dialing 1 plus the area code plus the number, like any long-distance call outside the area.

Public comments received in the case overwhelmingly favored an overlay. The other option was to split area code 270 and designate a portion as area code 364, with both landline and wireless customers in the affected portion required to change their area code as a result. Comments from the business community noted that a split would force businesses in the area receiving the new area code to change printed materials, signage and anything else bearing their phone number.



David Armstrong

## LEXINGTON: SUPERCOMPUTER GIVES UK AN EDGE IN RECRUITING RESEARCHERS

THE University of Kentucky has deployed a new \$2.6 million, high-performance supercomputing cluster in partnership with **Dell Inc.** The cluster is more than three times as fast as the one it replaced, with a theoretical maximum of just over 140 teraflops (140 trillion mathematical calculations per second). The cluster contains nearly 5,000 central processing units and 48 high-performance graphics processing units.

"We live in an increasingly hyper-connected, technology-infused global community where our competitive edge is predicated upon the utilization of cutting-edge resources and effective deployment of our intellectual capital," said UK President Eli Capilouto. "Our new supercomputer and cyber infrastructure position us to recruit and retain world-class research scientists who can connect with colleagues across the globe and attract competitive funding to support our growing enterprise as a nationally ranked public research university."

In addition, the university has received a \$1 million competitive "cyber infrastructure" grant from the **National Science Foundation** to advance research through software-defined networking.

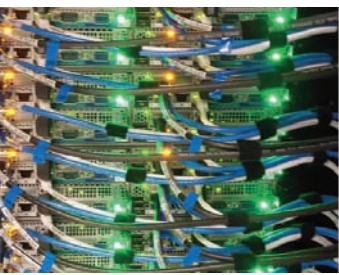
Software-defined networking revolutionizes the way very large data sets are shared and enables

better utilization of remote computing resources while improving data integrity/security and expediting research.

"We are competing with some of the top institutions across the country," said Vince Kellen, UK's senior vice provost for academic planning, analytics and technologies, and its chief information officer. "This new high-performance cluster, combined with the cyber infrastructure grant, will really help to keep us in the top group of 20 or 30 universities."

Researchers at UK use cyber infrastructure in a diversity of disciplines, including drug design, materials genome, land use management, nanoscale materials, and the biochemistry of renewable fuels.

For instance, Tom Mueller, professor of plant and soil sciences, uses the supercomputer in his research, which is focused on developing techniques to identify where eroded waterways are likely to occur across agricultural fields. "To calculate terrain attributes on my PC for one county could take a week," Mueller said. "On the supercomputer, it takes only minutes. We plan to do these analyses for the entire state of Kentucky."



UK photo

## BUSINESS BRIEFS

### MOUNT VERNON

■ **VASTEC**, a Florida company that specializes in records-management services, is hiring 100 people for its operations in Mount Vernon. The hirings are needed to fulfill a contract the company has with the **U.S. Department of Veterans Affairs** to process a backlog of disability claims. The jobs will have an hourly rate of \$10 to \$14 and are expected to last from one to three years.

■ Specialty packaging company **Anchor Packaging Inc.** is investing \$7.6 million to establish operations in Rockcastle County creating 150 full-time jobs. Founded in 1963, Anchor manufactures specialized packaging products for the food service industry, including packaging for merchandising prepared ready-to-heat meals in supermarkets and restaurants.

### MURRAY

■ German automotive supplier **iwis** (pronounced ee-vis) has selected Murray for its first U.S. manufacturing plant. The company is investing \$12.5 in its new operations and will occupy a 119,000-s.f. facility that previously housed **Webasto**. The **iwis** plant is expected to employ 75 workers who will produce timing drive systems for engines. Operations are scheduled to begin at the end of 2013, with production ramping up in 2014.

### RICHMOND

■ Richmond-based accounting firm **Baldwin CPAs** has merged with **Christopher L. Hatcher, CPA**, a professional services firm located in Louisville. Baldwin managing partner Alan Long said the company's clients will benefit from Christopher Hatcher's experience in fraud protection, business valuation, expert witness and forensic accounting. The combined firm will retain the Baldwin CPAs name and will maintain offices in Lexington, Louisville, Maysville and Richmond.

### SHELBYVILLE

■ **Masonite Inc.** will close its Shelbyville facility at the end of the month, citing the company's need to match capacity with demand, reports *The (Shelbyville) Sentinel-News*. The plant produces interior and exterior doors for both residential and commercial markets. According to paperwork filed with the state, the closing will eliminate 72 jobs.

### WOODFORD COUNTY

■ The **Kentucky United Methodist Homes for Children & Youth** has purchased 30 acres in northern Jessamine County, where it plans to build a new 15,500-s.f. facility for the children and adolescents in its care. The new facility will include a residential hall, education space, a kitchen and dining hall, and a gym. The organization is currently situated on 50 acres in Woodford County, where it has been in operation since 1931, and leases another 175 acres to an adjacent golf course. Construction on the new facility is expected to begin within the next several years. Officials with the organization said the future of the Woodford County facility will be determined once the Jessamine facility is operational.

## Value Investing: The Art of Selecting Stocks and Other Investments

Saturday, February 23, 2013  
8:30 a.m. – 4:00 p.m.  
Hilary J. Boone Center  
University of Kentucky

### This seminar will help you to:

- Properly value a stock or other investments
  - Understand markets and market action
  - Adopt a rational and objective mindset for investing
- You will receive valuable materials from the seminar.*

### Seminar Speaker: John C. Cheshire

Vice President and Senior Equity Manager for Community Trust and Investment Company. John has been in the investment industry for 22 years.

**Fee: \$290** (includes instruction, materials, continuing education credit, certificate of completion, continental breakfast, lunch, refreshments and parking)

For more information or to register visit our web site at [gatton.uky.edu/eec](http://gatton.uky.edu/eec) or call 800-284-6407.

**UK**  
UNIVERSITY OF  
KENTUCKY

**Gatton**  
COLLEGE OF BUSINESS & ECONOMICS  
UNIVERSITY OF KENTUCKY  
EXECUTIVE EDUCATION CENTER

# INTERSTATE LANE

Business news from Indiana, Ohio, Tennessee and West Virginia

## BUSINESS BRIEFS

### OHIO

■ Cincinnati-based **Convergys Corp.** is hiring 2,500 full-time employees to staff call centers across the U.S. and for work-at-home customer care positions. Convergys specializes in customer management services and currently has more than 75,000 employees at call centers around the world.



■ Cincinnati-based healthcare information technology company **Streamline Health Solutions Inc.** has announced plans to move its headquarters to Atlanta. "Since our acquisition of Atlanta-based Interpoint Partners LLC last December (2011), we have found that our ability to attract and retain experienced healthcare information technology associates has been greatly enhanced," said Streamline President and CEO Robert E. Watson. The Atlanta area is currently home to more than 250 health IT companies as well as a number of universities that offer education and career development programs that focus on health IT. Streamline plans to retain a presence in Cincinnati, but specific staffing numbers were not released as of press time.



■ Twenty-five years after the first U.S.-made **Honda** automobile was exported to overseas markets, associates at the company's **Marysville (Ohio) Auto Plant** last month marked production of the 1 millionth Honda to be exported from the United States. Within two years, Honda will become what is known as a "net exporter" of automobiles from North

America – exporting more vehicles built in its North America plants than it imports from Japan.

### TENNESSEE

■ **Access America Transport** has announced plans to add 450 jobs at its Chattanooga facility and 100 jobs in Knoxville over the next five years. Access America Transport is a full-service transportation company headquartered in Chattanooga that includes truckload (van/flatbed/reefer), less-than-truckload, intermodal and specialized freight. In addition to its two Tennessee facilities, the company also has operations in Minnesota, Alabama, Georgia, Ohio, Texas and Colorado.

■ **Windstream Hosted Solutions** is building a new enterprise-class data center in Nashville to handle increased demand for data center and managed services. The new 21,000-s.f. facility, which is slated to open later this year, will also support the company's cloud computing solution.



■ **Acadia Healthcare Co. Inc.**, a Franklin, Tenn.-based provider of inpatient behavioral healthcare services, has invested \$258 million to acquire Nashville-based **Behavioral Centers of America** and Arkansas-based **AmiCare Behavior Centers**. The acquisitions will increase Acadia's capacity by approximately 600 beds. Acadia currently has a network of 34 facilities in 20 states.



■ **Sitel**, a Nashville-based customer care provider, is set to hire approximately 3,000 new employees at its call centers across the United States and Canada. The new associates will support Sitel's expanding business with companies in the retail, telecom and home entertainment industries.

### WEST VIRGINIA

■ **Armstrong World Industries** is hiring workers to fill 145 openings at its hardwood flooring plant in Beverly, W. Va. The company is adding production workers due to increased product demand.

## TENNESSEE: NISSAN UNVEILS \$1 BILLION BATTERY PLANT FOR ALL-ELECTRIC LEAF

**NISSAN** has opened a new \$1 billion plant in Smyrna, Tenn., that will produce lithium-ion automotive batteries for the company's all-electric **LEAF** model. The Smyrna plant is the largest lithium-ion automotive battery plant in the nation and is one of only three of its kind in the world operated by a major automaker.

The new battery plant is located adjacent to Nissan's existing vehicle assembly plant in Tennessee, which has been retooled to accommodate production of the LEAF.

The first batteries produced at the Smyrna plant have completed the required aging process and are now ready to receive their first charge. The facility is capable of expanding to produce modules for up to 200,000 batteries annually depending on market demand.



Since December 2010, Nissan has delivered more than 18,000 LEAFs to U.S. customers and more than 46,000 worldwide.

## INDIANA: NINE COMPANIES EXPAND AND HIRE MORE THAN 2,500 EMPLOYEES

ON Dec. 11, Indiana Gov. Mitch Daniels announced that nine companies had announced new investments in the state that are expected to create more than 2,500 new jobs over the next few years.

In a year of less-than-stellar economic news for the nation, Indiana has had a record-breaking year of economic development results, with 251 companies investing \$6.57 billion in Indiana operations. Those companies anticipate adding a total of 27,858 new jobs in the coming years.

According to the U.S. Labor Department, Indiana ranked among the top five states in the nation for job growth over the past year.

Of the projects announced on Dec. 11, the largest expansions include:

**Angie's List**, a national provider of consumer reviews on local service companies, plans to invest approximately \$1 million to expand its Indiana operations, creating up to 850 new jobs by 2017. Angie's List moved its headquarters to Indianapolis in 1999 and currently employs more than 1,000 people there.

Phoenix, Ariz.-based **Café Valley Inc.** is a producer of baked goods for restaurants, supermarkets and convenience stores around the world. The company plans to construct a new facility on the former **Thompson Consumer Electronic** site in Marion, creating up to 400 new jobs by the end of 2018. The new facility is expected to open its doors in 2014 with approximately 100 employees.

**ExactTarget**, a global interactive marketing provider, is investing \$55 million to expand its Indianapolis operations over the next five years, creating up to 500 new jobs.

**Brunswick Fort Wayne Operations**, producer of Harris FloteBote and Cypress Cay pontoon boats, plans to expand its operations in northern Indiana, creating up to 200 new jobs by 2016. The company has manufactured recreational boats for more than 50 years in Fort Wayne.

Other companies announcing new jobs include **Atwood Mobile Products** (132 new jobs), **BidPal Inc.** (172), **Inventure Foods** (80), **Mitsubishi Engine North America** (73) and **Moorehead Communications Inc.** (145).

Proud of

My

## Stroke Team

Dr. Ologuntoye, Stroke Patient

“Without any doubt, I can say the **University of Louisville Stroke Team** is the best in Kentucky.”



I was on call at the **University of Louisville Hospital** when it just came suddenly. I had a numbness run right through me, from my head to my toes. My hands felt funny. My head felt funny. I was in a daze. And then I realized, “Oh my God, I’m having a stroke.” I called for the attending that was on call with me, and **he and his team found me and started the process of evaluating the stroke.**

Without any doubt, I can say the University of Louisville’s Stroke team is the best in Kentucky. Once a patient arrives at the Emergency Room they are seen by a specialist. **The Stroke Team then evaluates patients, completely, within 24 hours.** We do this so well, and so professionally, that **each patient’s outcome is remarkable.**

This is what we do as a group, and as individuals. **Everyone I have worked with at University Hospital feel very passionate.**

See my whole story at  
[myuoflhealthcare.org](http://myuoflhealthcare.org)



University of Louisville Hospital  
James Graham Brown Cancer Center

Proud members of **UofL** Health Care

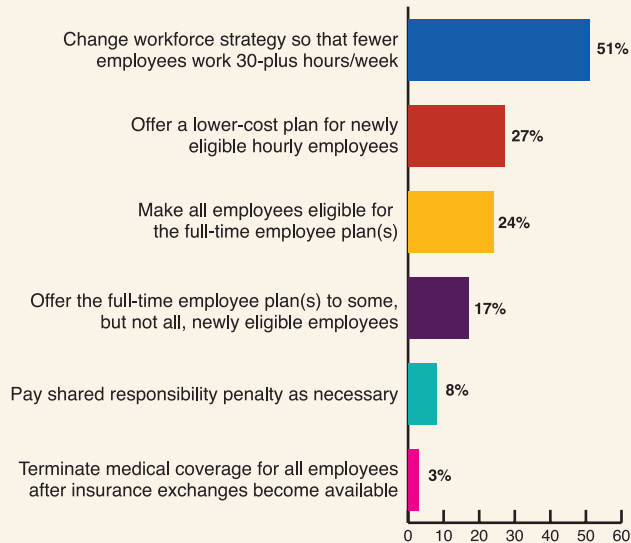
follow us  
[@UofLHealthcare](https://twitter.com/UofLHealthcare)

like us  
[facebook.com/uoflhealthcare](https://facebook.com/uoflhealthcare)

## GETTING READY FOR REFORM

### How U.S. employers are responding to federal healthcare reform requirements

A recent survey asked U.S. employers how they plan to respond to the federal requirement that all employees working 30 or more hours per week be eligible for coverage:



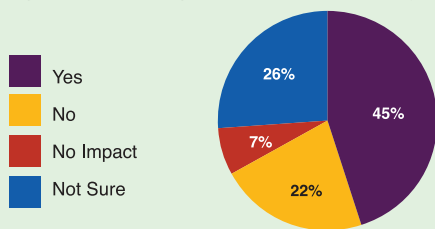
Source: Mercer

## LABOR LAWS

### America's views on right-to-work legislation

Michigan's recent decision to declare itself a right-to-work state prompted angry protests from President Obama and organized labor, but voters by a two-to-one margin think right-to-work laws are good for a state economically.

Are right-to-work laws good for a state's economy?

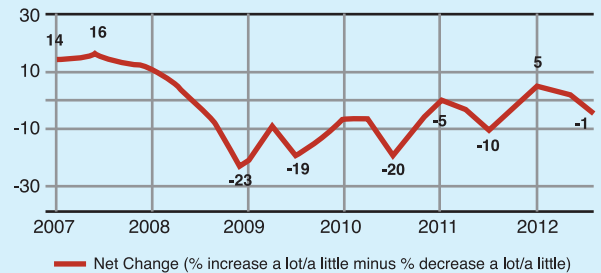


Source: Rasmussen Reports

## SMALL-BUSINESS SPENDING

### Business owners pulling back capital spending plans

U.S. small-business owners' net capital spending intentions for the next 12 months plunged to -14 in November, the lowest level in more than two years. This is down from net capital spending intentions of -1 in July and suggests the nation's small-business owners are likely to pull back on their business investments even more, given their negative expectations for the next 12 months.



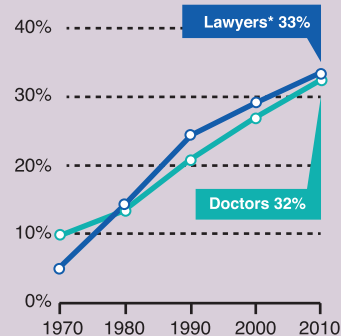
Source: Wells Fargo/Gallup

## THE CHANGING FACE OF THE WORKPLACE

### Women now account for a third of U.S. doctors, lawyers

The fields of medicine and law have seen a major shift from a generation ago, when doctors and lawyers were almost exclusively men.

Percentage of Doctors and Lawyers Who Are Women



\* includes mediators, arbitrators, conciliators, administrative law judges and adjudicators

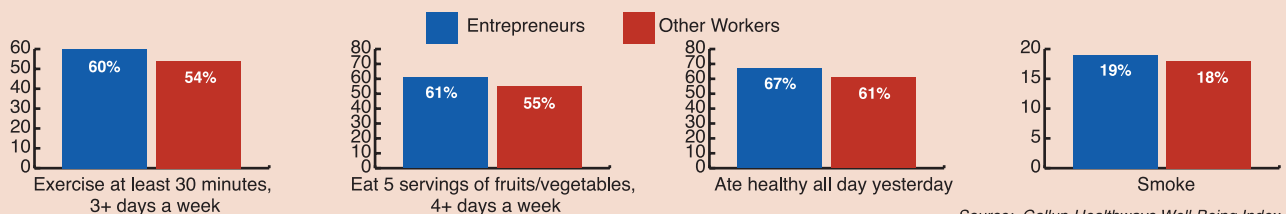
Source: Census Bureau/Wall Street Journal

## THE ENTREPRENEURIAL EDGE

### Entrepreneurs exhibit healthier lifestyle choices

A recent health study found that entrepreneurs have better health habits than other workers, which may be responsible for the lower chronic disease rates this group demonstrates.

Health Habits of Entrepreneurs vs. Other Workers



Source: Gallup-Healthways Well-Being Index





red 7 e

Member American Advertising Federation

# CORPORATE MOVES

New leadership for Kentucky businesses

## ADVERTISING

■ **Charley Brough** has joined Lexington-based Meridian-Chiles as senior media director.

## BANKING

■ **Pattie Imperial** has joined Fifth Third Bank as the investment advisors executive for the Louisville and Lexington area markets.

■ **Kim Noble** has joined Bank of the Bluegrass & Trust Co. in Lexington as vice president, branch manager and loan officer at its East High St. location.

■ Lexington-based Central Bank & Trust Co. has announced the following promotions: **Maggie Abney** – vice president, corporate services; **Chris Campbell** – assistant vice president, corporate services; **Mark Kaufmann** – senior vice president and manager, commercial lending; **Stephen Mallory** – assistant vice president, commercial lending; and **Becky Mullins** – special assets officer. **Brian West** has joined the bank as vice president, mortgage. **James Nall** has joined the bank as assistant vice president, funds management.

■ **Penny Nichols** has been promoted to assistant controller of Pikeville-based Community Trust Bank. **Bridgett Fields** has been promoted to operations manager for the bank's eastern region.



Penny Nichols

■ **Audrey Lillpop** has been named assistant vice president and electronic banking manager at First Security Bank in Owensboro.



Audrey Lillpop

■ **Jacob Schirmer** has been named senior vice president and commercial lender at United Bank.

## CONSTRUCTION

■ **Tara Brinkmoeller** has been promoted to vice president of public affairs and communications for the Home Builders Association of Louisville. **Nicole Bouchard** has been promoted to director of member services for the organization.

## EDUCATION

■ **Eric N. Monday** has been named executive vice president for finance and administration at the University of Kentucky.

■ **Constance Foster** has been named dean of the university libraries at Western Kentucky University. Foster has served as interim dean since March 2011.



Constance Foster

■ **Donald Smith** has been named president of the College Heights Foundation at Western Kentucky University, an organization that provides college scholarships to deserving students.

■ **Charles Shepard II** has joined Asbury University as vice president of institutional advancement.

■ Dr. **Carl A. Fox** will join Western Kentucky University in March as associate provost and dean of graduate studies. Fox comes to the position from Montana State University, where he is dean of the graduate school.

## EQUINE

■ **Daniel "Chip" Bach** has been named general manager of Turfway Park, a Thoroughbred racetrack in Florence.

## FINANCE

■ Louisville-based investment firm Hilliard Lyons has announced the following appointments: **Shaun Chelf** – senior vice president; **Laura Clark** – senior vice president; **Thomas Kelley** – senior vice president; and **Eric Saling** – vice president.

## FOOD/SPIRITS/HOSPITALITY

■ **Marc Satterthwaite** has been promoted to vice president and director of North America Sales Operations for Louisville-based Brown-Forman. **Johnny Manuel** has been promoted to vice president and North America region sales director for the company.

■ **Hal Gervis** has been named manager of global operations for Alltech's Lexington Brewing and Distilling Co.



Hal Gervis

## GOVERNMENT

■ Louisville Mayor Greg Fischer has announced the following appointments: **Doug Hamilton** – chief of public services; **Debbie Fox** – director of EMA/MetroSafe; and **Vanessa Burns** – director of public works and assets.



Doug Hamilton



Debbie Fox



Vanessa Burns

## HEALTHCARE

■ **Melvin G. Alexander** has joined KentuckyOne Health Inc. as chief financial officer. **Jeff Murphy** has been promoted to vice president and marketing and communications.

## INSURANCE

■ **Jon E. Stewart** has been named president and chief executive officer of Lexington-based Kentucky Employers Mutual Insurance. Stewart succeeds Roger Fries, who will retire later this year.



Jon Stewart

## OTHER

■ **Jim Mazzuca** has joined Louisville-based A. Arnold World Class Relocation as senior vice president of operations.

■ Dr. **Bill Smock** has been named medical director for WaterStep, a Louisville organization that works to save lives at risk from waterborne illness around the world.

## DEPARTURES

■ Dr. **Dan Varga** has stepped down from his position as chief clinical officer for KentuckyOne Health Inc.

■ **Greg Heitzman** has announced that he will step down as president and chief executive officer of the Louisville Water Co. on May 1. He will assume the position of executive director of Louisville's Metropolitan Sewer District, where he has been interim executive director since December 2011.

■ **Tim Jerzyk** has announced that he is retiring as senior vice president of investor relations at Louisville-based Yum! Brands Inc. His retirement is expected to take effect in the first quarter of the year.

■ **Jim Moore** has been named senior vice president and chief operating officer of 21st Century Parks, a nonprofit organization leading the creation and management of The Parklands of Floyds Fork, a 4,000-acre public parks system in Louisville.

■ **Tom Heetderks** has joined ResCare Inc. as vice president of talent management. **Tony Roth** has joined the company as vice president of total rewards. ResCare is a Louisville-based company that provides home care to the elderly and those with disabilities.

■ **Robin Antenucci** has been named director of the Frankfort Convention Center.

■ **Laura Alexander** has been named director of sales and marketing for the Owensboro Convention Center.

■ **Patrick A. Cecil** has been named chief operating officer of Louisville Presbyterian Theological Seminary. **Linda Medley** has been



Patrick Cecil



Linda Medley

named vice president for institutional advancement at the seminary.

■ Dr. **Michael Pennington** has been named as the new president and chief executive officer of Louisville-based Peptides International Inc. Pennington succeeds Dr. **Bryce Johnson**, who retired as chief executive officer last month.

■ **Jason Falls** has joined Louisville-based CafePress Inc. as vice president for digital strategy.

■ **Jeffrey E. Sadtler** has been named chief information officer for RecoverCare LLC, a Louisville-based company that distributes wound care, bariatric and safe patient handling equipment.

■ **Peter A. Campbell** has been promoted to executive vice president of Highland Heights-based General Cable Corp. and chief executive officer of the company's Asia Pacific region.

# ON THE BOARDS

Kentuckians named to organizational leadership roles

## BLUEGRASS STATE SKILLS CORP.

■ Gov. Steve Beshear has appointed **Anthony Eric Wolff** to the board of directors of the Bluegrass State Skills Corp. Wolff, of Hebron, is vice president of manufacturing at L'Oreal USA. BSSC was established in 1984 by the state's General Assembly as an independent, de jure corporation to stimulate economic development through programs of skills training to meet the needs of business and industry.

## CENTER FOR RURAL DEVELOPMENT

■ **Robert Mitchell** has been selected to serve a three-year term on the executive committee of the Center for Rural Development. Mitchell retired last year as district administrator for U.S. Congressman Hal Rogers.

## DELTA NATURAL GAS CO.

■ Dr. **Sandra Gray** has been appointed to the board of directors of Delta Natural Gas Co. Inc. Gray, who is president of Asbury University, joins the following members of the Delta board: **Lanny D. Greer**, retired chairman of the board and president – First National Financial Corp, Manchester; **Edward J. Holmes**, president – EHI Consultants, Lexington; **Glenn R. Jennings**, chairman, president and CEO – Delta Natural Gas, Winchester; **Michael J. Kistner**, consultant – MJK Consulting, Louisville; **Lewis N. Melton**, civil engineer – Vaughn & Melton Consulting Engineers Inc., Middlesboro; **Arthur E. Walker Jr.**, president – The Walker Co., Mount Sterling; and **Michael R. Whitley**, retired vice chairman, president and chief operating officer, LG&E Energy Corp., Louisville.



Sandra Gray

## GOVERNOR'S SCHOLARS PROGRAM

■ **Thomas T. Noland Jr.** has been appointed to serve on the Governor's Scholars Program board of directors. Noland, of Louisville, is senior vice president at Humana Inc.

## KENTUCKY BANK

■ **Ryan Quarles** has joined Kentucky Bank's Scott County regional board of directors.



Ryan Quarles

## KENTUCKY BOARD OF HOUSING, BUILDINGS AND CONSTRUCTION

■ **Mark A. Caldwell** and **Jim Jackson**

have been appointed to serve on the Kentucky Board of Housing, Buildings and Construction. Caldwell, of Paducah, is a structural engineer at APEX Engineering. Jackson, of Frankfort, is an instructor at the University of Kentucky.

## KENTUCKY BOARD OF SOCIAL WORK

■ **Hilma S. Prather** has been appointed to serve on the board of directors of the Kentucky Board of Social Work. Prather, of Somerset, is a retired educator.

## KENTUCKY ECONOMIC DEVELOPMENT PARTNERSHIP BOARD

■ **Mary Pat Regan** has been appointed to serve on the Kentucky Economic Development Partnership Board. Regan, of Louisville, is president of AT&T Kentucky.

## KENTUCKY FILM COMMISSION

■ **Robert H. Stewart** has been appointed to serve on the Kentucky Film Commission. Stewart, of Frankfort, is a former commissioner of the Kentucky Department of Travel.

## KENTUCKY FINANCIAL INSTITUTIONS BOARD

■ **Gary M. Traughber**, **Dorsey G. Hall** and **Michael D. Wilson** have been appointed to serve on the state's Financial Institutions Board. Traughber, of Elkton, is president and CEO of Elkton Bank & Trust. Hall, of Lexington, is president and CEO of South Central Bank. Wilson, of Irvine, is president of Citizens Guaranty Bank.

## KENTUCKY HOUSING CORP.

■ **Charles Jacob Reid** has been appointed to the board of directors of the Kentucky Housing Corp. Reid, of Owensboro, is a banker at Independence Bank.

## KENTUCKY TOURIST DEVELOPMENT FINANCE AUTHORITY

■ **William M. Alverson** has been appointed to Kentucky's Tourism Development Finance Authority. Alverson, of Paris, is president of Traditional Bank.

## KENTUCKY WORKFORCE INVESTMENT BOARD

■ The following individuals have been appointed to serve on the Kentucky Workforce Investment Board: **George Steele**, mayor of Grayson; **Steve Willinghurst**, training director at Louisville Electrical JATC; **Richard Neal Wilson**, a banker with BB&T Bank in Bowling Green; **James Neihof**, superintendent of the Shelby County Public Schools; and Col. **David E. Thompson**, executive director of the Kentucky Commission on Military Affairs.

## LOUISVILLE ARENA AUTHORITY

■ **Andrew G. Beshear** has been appointed to the board of directors of the Louisville Arena Authority. Beshear is a partner with the law firm of Sites & Harbison.



Andrew Beshear

## LOUISVILLE MAIN STREET ASSOCIATION

■ The Main Street Association in Louisville has announced its newly elected officers for 2013: President – **Joanie Allgeier**, Louisville Convention & Visitors Bureau; Vice President-Marketing – **David Vawter**, Doe Anderson; Vice President-Membership – **Sarah Nordman**, Louisville Bats; Vice President-Development – **Robert Frank**, PNC Bank; Treasurer – **Nolan Kapp**, University Hospital; and Secretary – **Janet Reilly**, U.S. Bank.

IT'S NOT JUST ASKING THE QUESTIONS  
IT'S EXPLORING THE ANSWERS

Substance. Independence. Curiosity. Depth. It's radio with a human voice.  
Tune your radio to 91.3 FM every day to hear the latest from WUKY and NPR News.

WUKY  
NPR ROCKS @91.3

npr

# LANE ONE-ON-ONE

Kentucky's leaders express their opinions



## Mitch Nichols

As president of UPS Airlines, Mitch Nichols oversees the operation of one of the world's largest airlines, including Worldport, the company's package-processing facility and international hub in Louisville. Prior to accepting his current position, Nichols was vice president of air group operations for UPS and was a production manager with II Morrow Inc., a UPS subsidiary that created the handheld digital device used by customers to accept UPS deliveries. Nichols is a member of the Air Transport Association's senior advisory committee and has chaired numerous industry committees. In Louisville, he serves on the board of trustees for Norton Healthcare and is on the board of directors of Greater Louisville Inc., the area's metro chamber of commerce. Nichols holds a bachelor's degree in industrial arts from California State University-Chico and earned a master's degree in industrial education from Oregon State University.

## 'THE GREAT PEOPLE OF LOUISVILLE ARE VITAL TO UPS AIRLINES' SUCCESS'

President Mitch Nichols says local support proves wisdom of putting the \$2 billion Worldport and global air group operations in Kentucky

BY ED LANE

**Ed Lane:** As president of UPS Airlines, with headquarters in Louisville, you oversee operation of one of the world's largest airlines and Worldport, the international hub of UPS Airline's operations. How does UPS Airlines organizationally fit into United Parcel Service Inc.?

**Mitch Nichols:** UPS corporate headquarters and its executive team are located in Atlanta. In my case, I report to the chief operating officer, who reports to the chairman/CEO. UPS Airlines is one of the largest UPS business units and has over 20,000 employees – the single largest concentration of UPS employees in any location. UPS Airlines is very asset intensive. Worldport, a \$2 billion global hub complex, and all the aircraft UPS Airlines owns are probably the biggest investments in any business unit that UPS operates.

**EL:** UPS has had operations in Louisville and offered next-day air service since 1982. In 1988, UPS Airlines was launched. Could you provide a brief overview of the airline's current operations?

**MN:** The air group, as we call it, serves 220 countries and territories around the globe. The metro Louisville area houses the air group's largest package sortation facility – the fully automated Worldport.

The air group has 231 jet aircraft, so it's large in terms of the number of airplanes it operates as well as the scope of the services it provides. The air group also subcontracts with 300 additional aircraft throughout our system. We're in our peak (holiday) season and will bring another 30 aircraft from other airlines to help support our volume surge. Our markets have not stopped growing, and UPS is acquiring eight more Boeing 767 aircrafts in 2013. So at the end of next year, the air group will be operating 240 airplanes.

**EL:** How complex is the management responsibility for the air group?

**MN:** The air group is a global air operation. Our management team is responsible for making sure our assets and people are safe and compliant all over the world and in the gateways in which we operate. When we started, UPS Airlines was primarily a domestic carrier. Now, in terms of activity and management effort, the air group is as busy internationally as it is domestically.

Here's a little bit of history. Back in the 1920s, UPS actually attempted to go into the air business. Obviously, we ran into the depression and economic headwinds, but UPS experimented with moving packages in aircraft at that time.

UPS then started Blue Label Service, which used commercial air carriers, not our own aircraft. UPS has had a long involvement with air delivery.

UPS can deliver a package at any speed the customer needs, and we have done that for a number of years. Back to 1907, when UPS started with bicycles as a messenger service, it didn't really matter how we did it. We were just trying to get it done. UPS experimented with air service when we launched the airline in the 1980s. We are very proud of the fact that UPS has built a quality airline and surrounded it with great people. The fact that the air group will operate about 240 airplanes and its many gateway operations around the world is mind boggling when one considers the growth was achieved over the last 25 years.

**EL:** How is the sale of retail products online impacting the growth of ground and air delivery services?

**MN:** It's an interesting shift. UPS would typically move retail goods, regardless of online shipping, into inventory and storage for the companies. With online sales, more of our delivery business is direct to consumers. That is now one of our fastest-growing segments. UPS still manages the packages. If a buyer goes online at Amazon and buys something, the expectation is that when you "point, click and buy" it's going to show up at your door in a fairly short period of time. It's just a different mode of conducting business. What we call B-to-C was about 20 percent of UPS's business, and now it's approaching 40 percent. That's significant growth in residential deliveries and in terms of the air group's services. The faster a customer needs a product, the more likely it is they will want to use our air product.

UPS offers different products now; in some cases the U.S. Postal Service actually does the "final mile" delivery for us. So we're collaborating with the post office to move some of its volume in our aircraft and ground operations. USPS goes to every zip code in the U.S., and UPS does as well. We're trying to leverage everyone's infrastructure and make deliveries smarter. The consumer benefits because it costs them less to get enhanced services.

**EL:** Worldport was expanded in 2006 at a cost of \$1.2 billion. Do you anticipate additional expansion in Louisville will be needed to accommodate UPS's future growth?

**MN:** UPS has adequate capacity, and there are no immediate plans to expand Worldport. However, we do have the capability to expand. UPS consolidated

a significant amount of its volume to Louisville (Worldport) from around the United States, and that allowed UPS to have a better operating cost and to provide better service. Being fully automated, the packages don't touch each other; they are loaded inside the building. Sometimes the turn is as short as 13 minutes in the building. Customers like the security, the speed, the package care, the visibility and precision. My goal is to have Worldport reach its full capacity on a nightly and daily basis and keep the jets full and flying because that's the way the model works. UPS has about \$2 billion invested in Worldport at this time.

**EL: Why was Louisville originally selected as a UPS hub, and what factors led to making Louisville the international hub for UPS Airlines?**

**MN:** The great people of Louisville are vital to our success. If you look at Louisville, it's located in the center of a majority of the population in the United States. It's easy to get from Louisville to Chicago, New York, Atlanta; it's an ideal location. The city of Louisville and the state of Kentucky have been very supportive of what UPS has been trying to accomplish. Both have been great partners. We've also had

the support of local and statewide business leaders.

UPS has a complex business model. It is capital intense, and some of the investments UPS makes are not easily moved. I think UPS chose wisely; I like our location. I wish sometimes the weather was a little better, but it's not that bad. The city does an outstanding job of removing snow from the roads serving the Louisville airport. UPS is people intensive with 9,000 people working in Worldport, and doesn't shut down for anything. The city helps us with ground transportation by keeping the roads to the airport clear.

**EL: Was buying neighborhoods by the airport for expansion and sound abatement a significant factor early on?**

**MN:** The Louisville Regional Airport Authorities has always been helpful. Over the years, Louisville has had key business leaders who understand the bigger picture and what UPS meant to the local economy. UPS is a huge economic engine, but we want to primarily be considered a great corporate citizen. We work really hard at that. Our employees put in a lot of volunteer hours. That's a part of who we are, but it's particularly important in this com-

munity because of what it's done for UPS. We need to give back and our employees embrace that.

**EL: How does the recent growth rate of air-service delivery compare to ground delivery service?**

**MN:** UPS tries to offer its customers any speed of service they need. If you need to go fast, if you want same-day service, or if you want a two-day transit with a morning or afternoon delivery, we can do that. UPS is putting its customers in control. UPS comes up with a logistics plan to meet a customer's needs in terms of quality of service, where their deliveries are needed and proper pricing. We know certain businesses we serve are in very competitive environments as well. Our services end up being a logistics partnership with the companies we work with.

**EL: UPS announced that it is acquiring TNT Express in Europe. Will this acquisition boost growth at the Louisville hub?**

**MN:** UPS Louisville will benefit from that merger. First off, TNT Express is an outstanding organization. If you look at the TNT model and what UPS does in Europe, there are a lot of synergies. We're very confident with the acquisition.



NKU  
NORTHERN  
KENTUCKY  
UNIVERSITY



Dreamers Welcome

[www.nku.edu](http://www.nku.edu)



## UPS Air Operations Facts

**Headquarters:** Louisville, Ky.

**Employees:** 20,117

**UPS jet aircraft:** 229 operated and in service

**Chartered aircraft:** 298

**Daily flight segments:** Domestic – 945; International – 882

**Airports served:** Domestic – 382; International – 323

### Air Hubs

**United States:** Louisville, Ky. (main U.S. and global air hub); Philadelphia, Pa.; Dallas, Texas; Ontario, Calif.; Rockford, Ill.; Columbia, S.C.

**Latin America/Caribbean:** Miami, Fla.

**Canada:** Hamilton, Ontario

**Europe:** Cologne/Bonn, Germany

**Asia/Pacific:** Hong Kong; Shanghai, China; Shenzhen, China

### Main Air Hub (Louisville, Ky.)

**Size of Sort Hub Facility:** 5.2 million s.f.

**Air Sort Capacity:** 416,000 packages/documents per hour

**Ramp Size:** 300 acres with 135 aircraft parking positions

**Average Daily UPS Flights:** 252 in/out-bound flights

**Geographic Area Served:** More than 220 countries and territories around the world

**Freight facility:** 654,000 s.f.

or the speed at which you want it to be delivered, you can do that through MyChoice.

### EL: Does UPS have capacity for new students at Metro College?

**MN:** Metro College has about 2,100 students right now and has the capacity to grow.

Metro College in itself was a very innovative, cutting-edge solution that UPS developed with government officials, civic and business leaders in an attempt to give stability to our operational staff. Over the years, the UPS scholarship program has been quite successful and effective in helping kids earn college degrees. But the question in our mind was where were they going to work after they graduate? The students are outstanding. UPS will hire as many graduates as it can. If we don't have enough jobs inside UPS, why shouldn't we try to share these outstanding, well-trained students with other Kentucky businesses. It's another way UPS can give back to our community. ■



*Ed Lane (edlane@lanereport.com) is chief executive of Lane Consultants, Inc. and publisher of The Lane Report.*



OWENSBORO  
on the move

## A Thriving Culture

With stirring performances by the Owensboro Symphony Orchestra at the beautiful Riverpark Center, illuminating exhibits from the Owensboro Museum of Science & History, wondrous collections of the Museum of Fine Art, captivating productions by local and touring theater companies – and our own contribution to musical heritage on display at the International Bluegrass Museum – Owensboro has a deep appreciation for how cultural pursuits contribute to **quality of life.**



Greater Owensboro

CHAMBER OF COMMERCE &  
ECONOMIC DEVELOPMENT CORPORATION



# How Will the Economy Roll in 2013 for You?

Kentucky's leaders forecast a year of improvement and steady growth

BY MARK GREEN

**E**CONOMIC expectations in Kentucky for 2013 are the brightest in at least five years in The Lane Report's annual poll of business and public policy leaders across the state.

A resurgent auto manufacturing sector expects U.S. sales of 15 million vehicles, which will give a nice push to Kentucky's nearly 450 first-, second- and third-tier vehicle makers and suppliers employing tens of thousands of workers. State economic development officials have targeted the sector in recent years, and the past two years yielded at least 125 announcements of new or expanded operations investing \$1.7 billion and creating 7,000 jobs.

Meanwhile, Kentucky's \$12 billion and growing tourism industry is riding a tide of good publicity. Lonely Planet, the world's largest travel guide book and digital media publisher, has named Louisville the top travel destination in the United States for 2013. Three major airlines' in-flight magazines have featured glowing 20- to 40-page articles highlighting Kentucky in recent months.

Give some credit to the commonwealth's booming bourbon sector (see the cover story of the December issue of The Lane Report) and its successful Kentucky Bourbon Trail program, which National Geographic recommends as one its top

worldwide Drives Of A Lifetime. The seven participating major distilleries already attract visitors from all 50 states and many foreign countries – and last fall a Craft Tour of another seven micro-distilleries was launched.

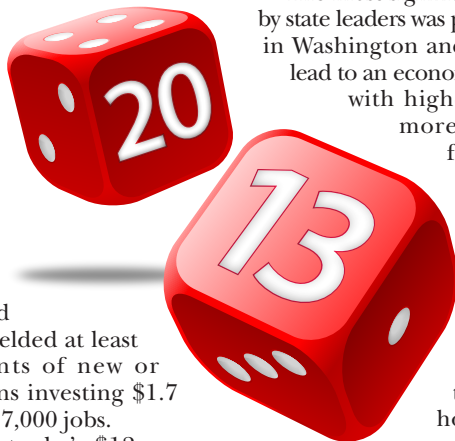
Kentucky's exports have been growing by an average of \$1 billion annually in recent years, despite the weak economy.

The most significant dark cloud cited by state leaders was political intransigence in Washington and worries this would lead to an economic "fiscal cliff" dive – with higher taxes for all and more uncertainty about

future rates, something that has stymied businesses seeking to calculate a return on investments. The compromise struck in the nation's capital early this month produced hope that 2013 could see an end to years of gridlock, with the potential to unleash billions

in business investment and produce solid growth for most economic sectors.

There is a need to modernize public and private operations and to update Kentucky tax policy to remain competitive, state leaders told us, if the commonwealth is to fully participate in the better times ahead. Take the time to read the 2013 economic forecasts that follow to get a sense of the current mood of Kentucky. In the next couple of months, The Lane Report will present comments from the state's accounting, financial, healthcare and legal communities.



**Steve Beshear**  
Governor  
Commonwealth  
of Kentucky

"Looking ahead at the coming year, Kentucky is very well prepared to compete in the global marketplace for more investments and jobs. As governor, my focus is creating new jobs and keeping those we have, while growing our economy for future success. We are seeing significant progress toward these goals, including being ranked among the top states in the United States for rate of job growth over the past year. Thanks to the tireless and dedicated efforts of many people from across the state, this trend will continue throughout 2013, and we will remain steadfast in our pursuit to build a stronger and better Kentucky."



**Eric J. Frankl, A.A.E.**  
Executive  
Director  
Blue Grass  
Airport

"As we approach 2013, the airport industry is hopeful that we will continue to see growth in passenger traffic. The airline industry will likely remain challenged by fuel prices, the economy and a reduction of regional jet aircraft. At Blue Grass Airport, we have been fortunate to enjoy stable air service over the past several years and hope to see our community support our local airlines so that we stand a better chance of maintaining and growing our passenger service."



**Eileen Pickett**  
Vice President  
of Economic  
Development  
Greater  
Louisville Inc.

"Job creation and business investment will continue to improve but only about the rate we saw in 2012 because the global economy remains sluggish. The Louisville region has fared better than other parts of the country and economic development has remained fairly strong, particularly in our sectors of authentic strength – advanced manufacturing;

lifelong wellness and aging care; food and beverage; and logistics and distribution. In 2012, Greater Louisville Inc. worked with 158 companies to create 4,594 new jobs and more than \$800 million in new investment. To capitalize on growth opportunities as the economy recovers, however, it is critical for Kentucky to offer a competitive tax and regulatory environment and an educated, job-ready workforce. Government leaders at all levels must join in reforms that ensure Kentucky's business environment positions us for maximum future growth."



**Larry Schaefer**  
President/  
Chief  
Operating  
Officer  
Neace Lukens

“Neace Lukens projects double-digit growth for 2013, significantly better than the 3-4 percent expected overall for insurance retail brokerage. The industry bounced back in 2012 from the economic downturn and soft property and casualty pricing cycle. We expect continued expansion of client payrolls, sales and assets

– things that drive premiums and brokerage service revenues. We expect to increase market share as we expand our portfolio of resources to help clients in a changing insurance marketplace. We closed 12 acquisitions in 2012 and expect a similar number in 2013 because we have created a working environment that insurance agency owners find attractive for perpetuating their companies as they plan for retirement.”



**James R. Ramsey**  
President  
University of  
Louisville

“2013 will see continued economic growth in Kentucky and a return of employment to pre-recession (2008-2010) levels. Growth will be modest but sustained and will lead to continued modest growth in the state government’s general fund. However, the structural imbalance in the state budget will continue to create funding challenges for all of education but particularly for higher education. Kentucky’s colleges and universities will continue to overcome these challenges by identifying cost containment and productivity measures as well as new revenue sources to achieve their statutory mandates.”

continue to create funding challenges for all of education but particularly for higher education. Kentucky’s colleges and universities will continue to overcome these challenges by identifying cost containment and productivity measures as well as new revenue sources to achieve their statutory mandates.”



**Eli Capilouto**  
President  
University  
of Kentucky

“In the midst of an uneven recovery, our national and global economies will continue to undergo fundamental changes. What will not change is the increasing need to develop a highly educated and skilled workforce with young men and women poised to create and re-create jobs as yet imagined.

Colleges and universities successful in that critical endeavor will be those that address access and affordability. And they will be those institutions that create learning environments that are infused with technology, that house collaborative learning space and that compel interdisciplinary research and learning.”



**Wil James**  
President  
Toyota Motor  
Manufacturing  
Kentucky Inc.

“At Toyota, we’re excited about what looks to be a promising 2013! The most recent industry sales projection is 15 million; an encouraging forecast considering just four years ago, auto sales in the U.S. dipped to 10.4 million. We’re excited and encouraged about our new products coming in 2013 with

the all-new, redesigned Avalon – manufactured exclusively in Kentucky – leading the way. Last year, Toyota was the No. 1 retail brand in America, and our Kentucky-built Camry the No. 1-selling car (13th consecutive year). If 2012 is an indicator, we expect we’ll be working harder than ever to meet the demands of our customers this year and for years to come.”

*More than 6,600 employees at Toyota Motor Manufacturing – Kentucky in Georgetown build 4-cylinder and V6 engines in addition to the Camry, Hybrid Camry, Avalon, Hybrid Avalon and Venza vehicles.*



**John Conti**  
President  
John Conti  
Coffee Co.

“During the last several months of 2012, we saw signs 2013 will be a better year. Many customers who reduced their operations during the downturn of 2008, ’09 and ’10 are hiring back and slowly expanding their companies again. During the past four to six months, many

of these have called to expand our services to them. Call-ins for new service have doubled. After retrenching during the downturn, we are expanding our sales and service team to handle what we think will be a more profitable 2013.”



**Cheryl D. Norton**  
President  
Kentucky  
American  
Water

“Our newest water treatment plant in Owen County performed well as expected in 2012, helping us get through triple-digit temperatures and drought without asking customers to curtail water usage. In this industry, ongoing investment in infrastructure is necessary to maintain high-performing systems and stay ahead of

ever-stringent water quality regulations. We are committed to making wise investments while remaining vigilant about operational efficiency, providing great value to our customers and shareholders.”





There have been multiple investments on Main Street in downtown Louisville, especially by the bourbon industry, and the city was recently named the top U.S. travel destination for 2013 by Lonely Planet, the world's biggest travel guide publisher.



**Roger Fries**  
President & CEO  
Kentucky Employers' Mutual Insurance

"The workers' compensation insurance market is showing signs of hardening as some insurers shift focus to more profitable lines of business. Employers in Kentucky should pay careful consideration to the financial stability of their insurance providers and weigh the risks if placing coverage with a carrier who lacks an independent financial rating. Customer service and access to claims management tools, especially in the area of controlling medical costs, are also key factors when deciding the best options for workers' compensation insurance coverage."



**Mark Gillming**  
Senior Vice President  
Messer Construction Co.

"We're seeing signs of the modest growth in commercial construction in 2012 slowing down in 2013. Many design firms report their work backlog is down, which translates into fewer projects coming to market. Projects from key market drivers such as healthcare and research were awarded last year. Owners have been putting future projects on hold, waiting to see how Washington reacts to the country's fiscal issues. If the situation is resolved in a way that releases this work, it can change the outlook for the second half of 2013 and beyond. Competition will remain stiff for the limited projects available, and we bring value to our customers through our commitment to in-house training, lean processes and use of technology such as Building Information Modeling."



**Geoffrey S. Mearns**  
President  
Northern Kentucky University

"While I am new to the commonwealth, it is already clear to me that Kentucky is positioned to rapidly rebound the state's economy over the next few years. We haven't made a lot of the mistakes other states have made. I strongly believe that if Gov. Beshear and the leadership of the General Assembly come



**James T. Wood**  
President & CEO  
Louisville Convention & Visitors Bureau

"With Louisville's selection by Lonely Planet as the top travel destination for 2013, we expect a spike in travel. Already we have more convention rooms sold in 2013 than in any prior year, which is a strong positive indicator. The National FFA Convention is returning to Louisville in October with over 56,000 students.

We are slightly concerned there will be a slowdown in the fourth quarter of 2013 pushing into 2014, so our sales team is in overdrive to book short-term meetings and convention business as a hedge against the projected downturn in the economy."



**Victor A. Staffieri**  
Chairman/CEO/President  
LG&E and KU Energy

"For more than 100 years, LG&E and KU have taken effective steps to boost Kentucky's standing as the place to do business. Our award-winning customer service and strong reputation in the business community are vital parts of economic development efforts. Meanwhile, environmental construction projects at many of our facilities will

for the commonwealth and allow us to continue to utilize Kentucky coal. We understand Kentucky competes for new business on a global stage. As we enter 2013, we will continue our tradition of providing safe and reliable energy to fuel new industry with rates among the lowest in the nation."



**Dan Tobergte**  
President/CEO  
Northern Kentucky Tri-County Economic Development Corp. (Tri-ED)

"Northern Kentucky will continue to surge in the advanced manufacturing, aviation, informatics and financial services sectors, which propelled the region with over 2,800 announced new jobs in 2012 – 40 percent over our 25-year average. Challenges for our growth will stem from issues surrounding the Brent Spence Bridge, shortages in certain workforce skills areas and Kentucky's pension liability crisis. Look for enhanced entrepreneurial activity with UpTech II, Northern Kentucky's informatics-based accelerator, plus passage of the Angel Investor Tax Credit, aggressive national outreach for attraction purposes and paying attention to our primary industry base through our new business retention and expansion program, NKY BOOST."

together during the 2013 session to solve the larger challenges, we can reinvest in education and get the economy moving forward. At NKU, we are aggressively preparing ourselves to graduate more students who will help drive economic progress within our region. I know my colleagues are doing the same in other areas of Kentucky.”



**Ted Smith, PhD**  
Chief,  
Economic  
Growth and  
Innovation  
Louisville  
Metro  
Government

“With the ‘fiscal cliff’ averted, every indication in Louisville is that our modest recovery will continue in 2013. Under Mayor Greg Fischer’s direction, Louisville Metro Department of Economic Growth and Innovation tracks daily advertised job openings in Louisville, and the seasonally adjusted trend data suggest an increase in open jobs. We believe this trend will continue, fueled

by more ripple effects of the significant investment activity of our manufacturing and logistics industries. We also are seeing signs of thawing in commercial real estate development, with material interest and activity in many of our industrial and commercial sites within Louisville Metro.”



**Greg Higdon**  
President &  
CEO  
Kentucky  
Association of  
Manufacturers

“Although 2012 was prosperous for many manufacturers, others are not optimistic about 2013, which impacts decisions on hiring and capital expenditures. This was evident in the recent NAM/ Industry Week Survey of Manufacturers in which 84 percent of respondents cited political uncertainties as their top challenge; those uncertainties included the fiscal cliff and the impact of federal spending sequestration. Closer to



*A worker assembles compressor parts at Hitachi Automotive Systems in Berea, Ky.*

home, in response to KAM’s Annual Manufacturing Wage & Benefits Survey, 52 percent of Kentucky manufacturers say they plan to hire between one and 19 employees in 2013, down from 58 percent in 2012. The economy could improve faster this year if these uncertainties are addressed in a significant manner.”



**Doug Whitlock**  
President,  
Eastern  
Kentucky  
University

“Eastern Kentucky University faces the challenging opportunities that confront all of public higher education. Our focus will remain on student success and providing students value for their tuition, which has been driven upward during an era of decreased state support. Funding realities require that we continue to be more entrepreneurial, primarily in expanding our online offerings, which will include doctoral pro-

grams. The business model for higher education is changing, and EKV will keep pace. The university will welcome new leadership at midyear as I finish what has been a rewarding six-year hiatus from retirement.”



**Pearse Lyons**  
President  
Alltech

“Alltech expects to achieve its target rate of \$1 billion in annual revenue by mid-2013, as we continue 20 percent per annum growth. Our next target is \$4 billion within five years through organic growth and acquisitions. We opened Town Branch Distillery in Lexington in 2012 and had 5,000-plus visitors in two months. In 2013, numerous planned expansion

# 92,994

## REASONS TO CHOOSE OWENSBORO

92,994 Sq. Ft. of innovative and accommodating meeting spaces.



OPENING JANUARY 2014  
Start Booking Your Events Today!

**OWENSBORO CONVENTION CENTER**  
DAVIES COUNTY KENTUCKY  
owensboro-conventioncenter.com | 270-687-8800

## COVER STORY

*Server racks at the protected Data Center operated by SIS in Lexington provide secure IT services for companies in Kentucky and elsewhere. Several Kentucky leaders cite maintaining technological competitiveness as a key strategy for economic growth in 2013.*

projects include two in Kentucky: increasing brewery production in Lexington and expanding production in Nicholasville of our animal health fermentation technologies. We have 3,500 employees dedicated to our mission of leveraging innovation to feed the growing world in a safer, more nutritious and sustainable manner. More than 500 work at our Nicholasville headquarters and manufacturing facilities in Winchester and Springfield.”



**Lori Meadows**  
Executive Director  
Kentucky Arts Council

“The arts, culture and design are increasingly important in state economic growth agendas, as the 2012 National Governor’s Association reported in its “New Engines of Growth: Five Roles for Arts, Culture and Design.” Kentucky’s arts industry is integral to community revitalization, entrepreneurial activity, tourism development and creative place-making, and the arts’ role will continue to expand in these areas. The “buy local” movement has increased interest in and sales of Kentucky artisan products. The economic downturn is changing consumer attendance and donation patterns, and arts organizations continue to redesign programming and services to best suit public interest.”



**Stephen Klein**  
President  
The Kentucky Center for the Performing Arts

“The Kentucky Center for the Performing Arts became more strategic in the wake of the economic downturn and produced solid attendance numbers in 2012. We’ve embraced innovation through community collaborations, co-presenting shows outside of our venues and partnerships with leaders, including Louisville

Mayor Greg Fisher. Diverse programming continues in 2013 with the Russian National Orchestra, Johnny Mathis and Momix Dance among many others. And we welcome the return of The Louisville Orchestra. We remain committed to our statewide non-profit mission with educational outreach efforts, including such programs as ArtsReach Kentucky and the Governor’s School for the Arts, which recently celebrated its 25th anniversary.”



**Mary Pat Regan**  
Kentucky President  
AT&T

“The way we communicate is changing, and a national transition to an Internet Protocol (IP)-based network is driving communications investment. The past three years, AT&T has invested more than \$600 million in Kentucky infrastructure, but the state’s monopoly-era, rotary-dial communications laws are making us less competitive. We must keep attracting capital investment to ensure Kentuckians in rural and urban areas have access to the newest technology



*Air industry officials in Kentucky expect growth in freight and business passenger traffic with leisure travel still held back by economic uncertainty.*

and services. If Kentucky doesn't modernize its laws, other states will gain a larger advantage in the race to grow our economy and provide opportunity for our children and grandchildren. This is about moving forward or falling behind."



**Dave Adkisson**  
President & CEO  
Kentucky Chamber of Commerce

"Uncertainty still rules at the end of 2012 – in federal tax policy and in access to capital. Hopefully 2013 will see a long-term big deal or grand bargain in Washington so businesses will know what the rules are, consumers can regain confidence and the economy can move from sluggish recovery to momentum. In Frankfort, we've got to avoid a train wreck with our public pension programs by enacting serious reform during the 2013 legislature. The good news: The broader economy is trying to recover. It just needs a boost from policymakers that shows government can manage itself."

avoid a train wreck with our public pension programs by enacting serious reform during the 2013 legislature. The good news: The broader economy is trying to recover. It just needs a boost from policymakers that shows government can manage itself."



**Mark Jacobson**  
CEO  
Netgain Technologies

"NetGain Technologies is excited about 2013. We have seen growth in the market the past four months. Companies want to improve their IT systems performance and minimize the hassles of dealing with complicated technology."



**Skip Miller**  
Executive Director  
Louisville Regional Airport Authority

"Aviation expects modest growth in 2013. We expect business travel growth, but economic uncertainty will continue to weigh on leisure demand. Uncertainty will force airlines to be cautious about new opportunities; their growth will come predominantly from better utilization of existing routes and a shift to larger aircraft. Louisville will compete favorably for 2013's

air service opportunities. As one of the world's busiest cargo airports, Louisville International will continue playing a major role in local and national economic

activity. The region's air cargo and logistics future is bright; we expect long-term growth. The airport's sister agency, Renaissance Zone Corp., anticipates an active year for property sales in the Renaissance South Business Park."



**Bob Quick**  
President/CEO  
Commerce Lexington

"The national economy is sluggish, but the Bluegrass region and Lexington specifically have seen positive activity the past year by big business, small business and a growing number of entrepreneurial start-ups and expansions. Our continued success arises from Lexington's diverse economy, well-educated workforce, plethora of higher education institutions, strong healthcare sector and improving housing market. The past few years have been very active for our Economic Development Division with locations and expansions spanning a variety of industries. We expect this to continue in 2013 as more companies and site consultants consider Lexington's region for their business needs."



# FOWLER BELL PLLC

When life comes at you sideways - you want us on your side.

- ▲ Alternative Dispute Resolution
- ▲ Bankruptcy & Financial Restructuring
- ▲ Collections
- ▲ Commercial & Business Law
- ▲ Education Law
- ▲ Electronic Discovery
- ▲ Family Law
- ▲ Government & Municipal Law
- ▲ Intellectual Property
- ▲ Litigation
- ▲ Real Estate Law

Attorneys at Law | 859.252.6700 | Fax 859.255.3735  
300 West Vine Street, Suite 600 • Lexington, KY 40507-1751

FowlerLaw.com

## COVER STORY



**Larry Hayes**  
Secretary  
Kentucky  
Cabinet for  
Economic  
Development

“Positive momentum is building within Kentucky’s manufacturing and supportive service industries, and the commonwealth is in a prime position to capitalize on significant opportunities in 2013. The past two years, Kentucky’s auto industry announced 125 projects investing almost \$1.7 billion that will create more than 7,000 jobs. Our

auto production numbers soared above the 1 million mark for the first time since 2007. All indications show this continuing in 2013. Foreign direct investment in the commonwealth also remains strong, representing nearly 35 percent of all capital investment and 20 percent of new manufacturing and supportive service jobs announced in 2012. Kentucky has such a compelling story to tell, and we’re communicating that message to business leaders across the globe.”



**Jim Gray**  
Mayor  
Lexington

“Lexington’s economy is slowly recovering from the national recession. That’s good news and tells us we’re on the right track. We’ve had several successes with local companies expanding and companies moving here. City government is back

in the black. We’ve had the political will to move our city through recovery to renewed strength, and now we have a chance to imagine investing in the future. Our focus will not waiver: It will remain on improving our city’s ability to compete for good jobs and on building a great American city.”



**Bill Crouch**  
President  
Georgetown  
College

“I’m bullish. Why? Because we’re providing our students with the high-demand skills they need to be great employees: superb writing ability, problem-solving skills, the ability to think critically, the capacity to adapt to change in technology and the work-

place, the ability to function well as part of a team, and the ability to present ideas clearly and succinctly. These skills are honed in a campus environment that features small classes, passionate teachers and a real sense of community. This will be another good year for Georgetown College and its graduates.”



**René True**  
Executive  
Director  
Connect  
Kentucky

“Demand from the creation and consumption of digital information – and specifically more video content – will continue to place pressure on existing broadband infrastructure. Broadband providers will look for ways to roll out new technologies to meet consumer and business demand for digital content by investing even more in existing markets. New technologies will begin to erase the rural-urban broadband availability divide. However, significant areas of Kentucky will still need local intervention to increase broadband availability or rural citizens will be left behind in the digital age.”



**Bill Thomason**  
President  
Keeneland  
Association

“Those of us in the Thoroughbred industry are approaching 2013 with optimism, buoyed by positive indicators in 2012 such as a stabilizing auction market, increased participation from domestic and international buyers willing to pay top dollar for quality Thoroughbreds, and a strong affinity among horsemen and fans for quality racing like that offered at Keeneland’s boutique race meetings

– to name just a few. Thoroughbred racing is as exciting as it has ever been and in Central Kentucky, we showcase it better than anyone in the world. That’s reason enough for all of us to share in that optimism.”



**Andrew R. Clark, DVM, MBA,**  
President  
Andrew R. Clark  
Management  
Consulting  
LLC

“The Thoroughbred industry, with declining numbers of mares bred each year, remains a challenging and competitive environment for owners, breeders, service providers and vendors. Surrounding states and regional markets are out-competing Kentucky with incentives and purses that attract breeding and racing away. Meanwhile, the picture is bright on the sport horse side. Legacy improvements from the World Equestrian Games at the Kentucky Horse Park continue to attract people, horses and revenue to the commonwealth. Central Kentucky now showcases new sport horse farms in remarkable numbers, and Mayor Jim Gray has noted the economic gain in downtown Lexington businesses felt in summer 2012 when events were held at Kentucky Horse Park.” ■

# THE LANE LIST

## KENTUCKY NEW AND EXPANDING INDUSTRY FOR 2012

**E**XPANSION by GE at its Appliance Park in Louisville was the largest individual project in 2012 and Kentucky economic development investment in 2012 was slightly higher than 2011. By year's end, there had been 354 announcements by companies investing a total of nearly \$2.7 billion, creating 14,075 new full-time jobs and preserving 1,896 jobs. (In 2011, there were 322 announcements by companies that invested \$2.64 billion, created 13,220 jobs and preserved 2,741 jobs.)

Twenty-two new manufacturing firms announced projects totaling \$168.5 million in 2012. The largest investment was by U.S. Fuel Corp. in Central City. The coal-to-liquid fuel manufacturer invested \$76 million and created 50 jobs in Western Kentucky. Baton LLC, a natural stone company in Louisville, created the most jobs among the new manufacturing firms: 160.

More than 200 existing manufacturing firms announced expansion plans in 2012, totaling \$2.1 billion in investments

in the commonwealth. GE Consumer and Industrial invested \$650 million in its Louisville operations, by far the most invested by any firm. The company also created 364 new jobs.

Berry Plastics in Madisonville created 420 new jobs, the most created by existing facilities planning to expand.

New support service firms invested \$177 million in Kentucky, creating nearly 3,200 new jobs. The biggest investment came from iHerb, a health food distributor in Hebron. It invested \$30 million and created 600 jobs. TeleTech in Hopkinsville created 700 new jobs and invested \$12 million.

More than 94 support service firms announced expansion projects in 2012, totaling \$264 million in investments and creating 3,439 new jobs. The biggest investment came from DHL, the airfreight delivery service that has an international hub in Hebron. DHL invested \$47 million and created 120 new jobs. CafePress.com created the most new jobs of the expanding support service firms, 592, in Louisville.

### New manufacturing firms: 22 (Total investment: \$168.5 million)

*Firms investing over \$6 million, ranked by total investment*

LOCATION	FACILITY	PRODUCT/SERVICE	INVESTMENT	NEW JOBS
Central City	US Fuel Corp.	Coal-to-liquid fuel	\$76 million	50
Owensboro	Owensboro Grain Bio Products	Glycerin refinery	\$14 million	12
Murray	iwis Engine Systems	Timing drive systems	\$12.6 million	75
Lexington	Birtley	Coal equipment processing and technologies	\$10 million	50
Winchester	Taica Corp.	CUBIC printing	\$8.05 million	30
Mt. Vernon	Anchor Packaging	Specialized packaging for food service industry	\$7.6 million	150

### Expanding manufacturing firms: 210 (Total investment: \$2.1 billion)

*Top 15, ranked by investment*

LOCATION	FACILITY	PRODUCT/SERVICE	INVESTMENT	NEW JOBS	JOBS SAVED
Louisville	GE Consumer & Industrial	Major household appliances	\$650 million	364	
Calvert City	Westlake Vinyls Inc.	Commodity chemicals	\$200 million	0	
Madisonville	Berry Plastics	Manufacturer of plastic closures	\$96 million	420	
Lawrenceburg	Florida Tile Inc.	Ceramic and porcelain tile, stone	\$77.5 million	123	
Elizabethtown	Metalsa Structural Products Inc.	Stamping/forming, auto frame assembly	\$72 million	245	
Florence	ZF Steering Systems	Steer gears for car and light trucks	\$59 million	192	
Florence	Mubea Inc.	Automotive component parts	\$56 million	0	
Versailles	Pilkington North America	Auto windshield, side and back window glass	\$55 million	56	
Franklin	Franklin Precision Industry Inc.	Assembly of auto throttle bodies, charcoal canisters	\$51 million	113	
Lawrenceburg	Rare Breed Distilling	Distilled spirits	\$44 million	62	
Langley	Mark West Energy Appalachia	Natural gas processing and hydrocarbon extracting	\$42.5 million	0	
Lebanon	Toyota Boshoku Kentucky	Automotive interior parts, headliners, silencer material	\$37 million	38	46
Hopkinsville	Metalsa Structural Products	Automobile frames	\$32.3 million	144	
Florence	L'Oreal USA	Hair and skin care products	\$42 million	211	
Georgetown	Toyota Motor Manufacturing Ky.	Autos – Avalon, Camry, Venza; auto components	\$32 million	86	

### New support service firms: 28 (total investment: \$177 million)

*Firms investing \$10 million or more, ranked by investment*

LOCATION	FACILITY	PRODUCT/SERVICE	INVESTMENT	NEW JOBS
Hebron	iHerb	Distribution of health food	\$30 million	600
Lexington	Bingham McCutchen	Global services center	\$23 million	250
Winchester	AMZN wacs Inc.	Back office technology center	\$21 million	550
Shepherdsville	Nasty Gal	Clothing distribution and call center	\$18 million	300
Florence	Elovations Services Group	Logistics services provider, inbound parcel processing	\$13.7 million	696
Newport	PL Marketing Inc.	Headquarters	\$12.2 million	10
Hopkinsville	TeleTech	Customer experience delivery center	\$12 million	700

### Expanding support/service firms: 94 (total investment \$264 million)

*Firms investing more than \$6 million*

LOCATION	FACILITY	PRODUCT/SERVICE	INVESTMENT	NEW JOBS
Erlanger	DHL	Airfreight delivery service, international hub	\$47 million	120
Hebron	McLane Food Service	Food/paper product distribution	\$34 million	48
Bowling Green	Hitcents.com	Web design, software programming, tech support	\$22 million	0
Lexington	Lexmark International	Corporate headquarters	\$20 million	0
Louisville	CafePress.com	On-demand digital print on variety of products	\$16.5 million	592
Glasgow	NCS Healthcare of KY/Omnicare	Pharmaceutical repackaging center	\$15.7 million	42
Bowling Green	Blugrass Materials Co.	Crushed limestone and aggregate lime	\$8.6 million	0

Source: Kentucky Cabinet for Economic Development



Ralph Homan photo

*A 380-million-year-old fossil bed from the Devonian Period was uncovered when the McAlpine Dam was built. It is now part of the Falls of Ohio State Park, which includes an interpretative center.*

# Restore the Falls of the Ohio?

Project champion foresees one of the nation's great urban parks and waves of development

**BY DAWN MARIE YANKEELOV**

*“Louisville in Kentucky has always been a favorite place of mine. On the banks of “La Belle Riviere,” it had attracted my notice. The rumbling sound of the falls as they tumble over the rocks is at times soothing to thy ear.”*

—John James Audubon

Some 20 years before the great artist's “Birds of America” was first printed, John James Audubon sketched the bird species of the Falls of the Ohio during his three-year stint as a Louisville general store entrepreneur from 1808 to 1810. He produced more than 200 paintings

and sketches at the Falls of the Ohio by the mid-1800s, and to his death was never to forget the beauty of the area.

The geological landmark's defining features largely disappeared during Audubon's lifetime due to decades of replumbing the river, but one man has embarked on a campaign to restore the natural aesthetics of the falls. Steven Greseth, who holds degrees in civil engineering and business, arrived in Louisville in 2000. A self-made historian as well, he is championing restoration of the historic Falls of the Ohio on the grounds of righteous aesthetics – and that it would generate waves of tourism-based economic development.

His vision is that it would be one of the greatest urban parks in the nation.



Steve Greseth

Greseth began gathering evidence to support this vision in 2009. A reinstated Falls of the Ohio could be two miles across and approximately 37 feet tall, he notes, creating rapids and an opportunity for water sports like whitewater rafting and kayaking.

He talks theoretically of building a new dam near the Second Street Bridge, allowing for a waterfall drop of 14 feet. It would be the seventh-greatest single waterfall flow on earth, based on volume, Greseth believes. However, a number of hurdles would have to be overcome in the next few years to even begin such a project, and there is no cost estimate.

Work on dams and locks and changes to the Falls of the Ohio for navigation purposes dates back more than 200 years for the U.S. Army Corps of Engineers, and holds the history of why the Falls are the way they exist today. (<http://www.lrl.usace.army.mil/poi/article.asp?id=590&MyCategory=285>)

The present-day McAlpine Locks and Dam are located at the western, downstream end of the Louisville and Portland Canal, a man-made dam-and-locks shipping bypass of the Falls of the Ohio completed in 1830. It was built by a stock company chartered by the state, with the federal government the largest stockholder.

The McAlpine's newest 1,200-by-110-foot lock chamber runs alongside the Kentucky riverbank. Most recently, when one of the two locks was rehabilitated from 2000-2009 at a cost of \$278 million, the Army Corps of Engineers undertook historical, environmental and cultural resource studies to include mitigation efforts, along with consultation with the State Historic Preservation Office.

Change has been a constant at the falls in modern history, Greseth said, adding that he realizes change such as his restoration proposal cannot expect to interrupt commercial navigation on the Ohio. Meanwhile, he points out that major falls also generate significant regional economic development dollars, such as Yosemite Falls and St. Anthony Falls outside Kentucky, and Cumberland Falls here in Kentucky.

High-end projections using National Parks Service model parameters, Greseth said, indicate that a restored Falls of the Ohio could draw as many as 8.4 million visitors a year, being a day's drive from Chicago and Knoxville, for example.

“I realize that from November to April there would be fewer visitors, since

portions would be submerged, and I have since lowered my estimate,” he said. “But I look to the example of Sioux Falls (S.D.), where additional visitors have come (as a result of) trash being hauled away and nature restored.”

Located at the cascades of the Big Sioux River, Sioux Falls in 2012 was in the Top 10 again for its strong local economy in Policom Corp.’s annual economic strength rankings. It ranked No. 9 in 2012, up one notch from No. 10 in 2011 – and up from 101<sup>st</sup> in 2006, prior to cleanup of its cascades area.

But what would it take to restore the Falls of the Ohio as Greseth has it envisioned? There has been no true projection, but a starting point is at least \$250 million over a period of nine years with permitting and public comment, according to his conversations with the U.S. Army Corps of Engineers and others.

A project permit request would be required to initiate any Corps activity.

“Once a permit application has been submitted, the Corps would undertake a public interest review on the application, which would include a review of any environmental or aesthetic concerns, said Todd Hornback, chief of the Corps’ Louisville Public Affairs Office. “Ultimately, from a regulatory perspective, the Corps would not be a proponent or an opponent of the project, but would make a decision to issue the project as it was proposed, approve it with some appropriate modifications or deny the request.”

To start a feasibility study project, Greseth suggests a grant from a large foundation like the Melinda Gates Foundation is an option. A proven, feasible project could seek tax incremental financing from either Kentucky or Indiana.

A falls-based visitors attraction could charge \$6 for school children, \$40 for visitors outside of Louisville, and \$200 a day for historical tours given to international visitors, according to Greseth’s projections.



*A mural at the Falls of the Ohio State Park Interpretive Center in Indiana depicts the original waterway before changes began more than 200 years ago.*

“The Corps of Engineers cannot move forward, including a feasibility study, unless Congress approves funding for the study,” Hornback said. “For any federal project such as this, the project must meet a benefits-to-cost ratio where every dollar spent must receive a dollar return in benefits. The Corps is in the midst of preparation of the FY14 budget submittal. The earliest opportunity to request funds for the recon study is FY15.”

David Terrell, deputy chief of staff for Lt. Governor Becky Skillman in Indiana, has expressed support. However, it is the Kentucky side of the river that would present the best approach and viewing of the fall, Greseth said.

“The view from Shippingport Island (in Kentucky) would be spectacular, and possibly better than anywhere in Indiana. Shippingport is a mile long and could be sold to developers to pay for the project,” he said. “The reason for the spectacular view from Shippingport is Louisville’s cityscape would be blocked by trees, and so would Indiana’s.”

One big hurdle to a falls restoration is that Louisville Gas & Electric has an 80-megawatt electric-generating turbine at the McAlpine Dam. Greseth maintains the power station would not necessarily have to be relocated, but keeping it would decrease tourism potential on the river’s north side.

“The view would then simply not be as attractive from the Indiana side,” he said.

Meanwhile, the Falls of the Ohio could inspire more commerce and tourism on both sides of the river, Greseth foresees. His projections, based on models for other falls, show about \$480 million in visitor revenue per year.

There would be no annual operating expense, unlike Louisville’s Yum! Center, he said. The end result would create up to 22,000 permanent jobs, according to projections for similar models developed from research done for the National Parks Service by Michigan State University. Greseth quotes John Anderson, who developed courses for the Olympics when they were held in Atlanta, indicating that Louisville could lay claim to one of the world’s greatest urban parks.

The viewing of the restored Falls of the Ohio could connect to the Indiana African-American Heritage Trail, which has received some early support, Greseth said.

Dr. Michael Hicks, of Ball State University, has worked on models regarding parks and recreation that Greseth has used in his projections that show visitors, local wages and the cultural direction of communities can be affected.

His estimations, Greseth said, do not include revenue from locks and dams that are under the control of the U.S. Corps of Engineers. The plan for a



*The current Falls of the Ohio is channeled and constrained by manmade structures.*

restored Falls of the Ohio would not be in the navigable channel, so it is not immediately objectionable by the Corps, according to Greseth.

A restoration project that includes any impact on hydropower generation would require an additional U.S. Army Corps of Engineers examination known as a reconnaissance study, Hornback said. All Corps study activity is subject to the availability of funds.

“The feasibility study would likely be a two-to three-year effort requiring extensive engineering and economic investigations, and compliance with appropriate laws such as NEPA (National Environmental Policy Act) and Section 106 of the Historic Preservation Act,” Hornback said. “The recon and feasibility studies would also be subject to regulations and statutes governing the review of any documents that are prepared in conjunction with the studies.”

Completing the overall process would tack several years onto the length of time it takes to accomplish a study.

“The history of the Falls of the Ohio reaches back millions of years, leaving us with a wealth of natural wonders and resources to explore, including 400 million-year-old Devonian fossil beds; over 265 species of birds; 125 species of fish; a variety of flora and fauna; habitats and interesting geological formations.

There is evidence of permanent settlements at the Falls of the Ohio by prehistoric men, but “development of the modern cities around the Falls destroyed many of these prehistoric sites.

People who care about this vision of Greseth’s include geographers, historians, business associations and Rotary clubs, including keen support from Jeffersonville, Ind., and the African-American Heritage Trail. Presentations have been scheduled for Louisville’s Convention & Visitor’s Bureau, and the Louisville Waterfront Development Corp.

Greseth said he believes in economic development reasons for returning the Falls of the Ohio to its original state of 1700s, and will look to state government for input on next steps in 2013. ■

*Dawn Marie Yankeelov is a correspondent for The Lane Report. She can be reached at editorial@lanereport.com.*





State Sen. Damon Thayer, R-Georgetown, and former state Rep. Mike Cherry, D-Princeton, discuss an issue during a November interim legislative gathering.

## Tricky Sailing

Gathered on the river in Frankfort, veterans and new faces see turbulence

BY BOB BABBAGE

**O**UR dear ship of State, sails billowing in Frankfort for the blustery season, faces choppy waters and uncertain trade winds, but a chipper, focused, highly prepared crew.

Count on two engaging Eastern Kentucky personalities to chart the course – new Senate President **Robert Stivers** joined with veteran House Speaker **Greg Stumbo**, both solidly at the helm.

A river of debt is a chief concern. Pension obligations total billions, not in the bank, while other financial crises pull on the budget like a tugboat dragging a coal barge.



Robert Stivers



Greg Stumbo

Added navigation will come from Sen. **Damon Thayer**, now the majority floor leader, a student of fiscal storms and solutions.

The governor's first rate first mate, **Mary Lassiter**, heads the Cabinet and carries the budget in her head.

Where money matters, two

wise budget chairs weigh in, Sen. **Bob Leeper** and Rep. **Rick Rand**. Tax reform, badly needed, may take a special session for full action some hands say, but pieces are possible now.

Major waves from healthcare reform are constant. Add 300,000 to Medicaid rolls, this in light of the new managed care savings? What about the governor-backed Health Benefits Exchange already in construction, but sure to get legislative attention?

Sen. **Julie Denton**, the health chair, will guide.

The slowly growing number of women in the legislature often sail to the lead on health questions from Rep. **Susan Westrom** of Lexington to Rep. **Addia Wuchner** from Northern Kentucky.

Another dynamic woman is **Audrey Tayse Haynes**, health secretary, mover of a burgeoning agenda covering chronic care, all federal aspects and pressing news, like mental health and children.

Always on the horizon for the past 20 years is expanded gaming, the blue skies of new revenue shaded by a few clouds. Gov. **Steve Beshear** is captain here just as a major new casino is set to open in Cincinnati, a boon to the Buckeye budget, but no take for the Bluegrass. Gaming stays afloat, perhaps drifting into 2014.

Bridging the Ohio in more ways than one, advocates will push for a new span across the river in Northern Kentucky,



Damon Thayer



Mary Lassiter



Bob Leeper



Rick Rand



Julie Denton



Addia Wuchner



Audrey Tate Haynes



Steve Beshear

hoping to mirror Louisville's progress in moving commerce north to south. New money will take new means, so private investment and tolling are options for a vote.

Transportation Secretary **Mike Hancock** is on deck, buoyed by Sen. **Ernie Harris** and Rep. **Sammie Overly**, who chair road funding decisions.

Anchoring key commands are venerable House Speaker Pro-Tem **Larry Clark** and the voice of daily action, Rep. **Rocky Adkins**, the floor leader. Senator

**Kathy Stein**, the highest ranking woman, often chairs the chamber. Hazard Sen. **Brandon Smith** joins the leadership ranks.

Future top admirals with careers briskly sailing with issues loaded for action.

Lt. Gov. **Jerry Abramson** will carry tax reform end to end on the third floor of the statehouse and border to border.

**Jamie Comer**, the popular commissioner of agriculture, wants to see industrial hemp grown for major farm income.

Growing the democratic process will be discussed by **Alison Lundergan Grimes**, currently reviewing the "early voting" process against Kentucky's restrictive rules for voting ahead of Election Day.

**Jack Conway**, attorney general, has a ready-made agenda, from the pill mill clamp-down to prison reform.

Crime and punishment also draws Rep.



Mike Hancock



Ernie Harris



Sammie Overly



Larry Clark



Rocky Adkins



Kathy Stein



Brandon Smith



Jerry Abramson



Alison Lundergan Grimes



Jack Conway

**John Tilley**, who chairs House Judiciary, along with **J. Michael Brown**, secretary of justice.



John Tilley



J. Michael Brown

**Adam Edelen**, the state auditor, found \$2 billion in special districts that gets little review, including a ton of cash on hand. Both Thayer and Stumbo have a high interest in this as well, opening a bipartisan channel.



Adam Edelen

Officers in their own right will appear. Big-city mayors, Democrats **Jim Gray** of Lexington and **Greg Fischer** of Louisville, have shared interests as well as hometown concerns. Add them to the growing 2015 election list.



Jim Gray



Greg Fischer

Congressman **Brett Guthrie**, a former state senator, could well run by Frankfort to salute the ranks, firing up 2015 chatter, as might banker **Jess Correll**, along with **K.C. Crosbie**,



Brett Guthrie



Jess Correll

recently a statewide contender.

So will **Crit Luallen**, former state auditor and pressumed future candidate.



K.C. Crosbie



Crit Luallen

Education, an overarching concern, needs all hands on high alert, which Rep. **Carl Rollins** will remind all.



Carl Rollins

A lurking sea monster, rarely seen, is redistricting. Both law and legend say it's out there under the surface, but don't expect a sighting soon. This is special stuff for a special session, seasoned hands say, which few treasure.

Of the 138 lawmakers onboard, about one in seven is a rookie, a large regiment making their maiden voyage.

Many issues, stranded in the off-season, will be seized by elected heroes and others of varying stripes – advocates, lobbyists, key staff, then association, organization or college executives, along with business experts, reporters and editors, with ordinary but worried citizens.

The deadline for action is set by constitution, added by the popular vote creating odd-year short sessions 13 years ago. It is April Fool's Day. ■



Bob Babbage, former secretary of state and state auditor, heads Babbage Cofounder.



General Assembly members exchange ideas during a November interim gathering. Pictured, from left, are House Speaker Greg Stumbo, House Majority Leader Rocky Adkins, former Rep. Danny Ford, Speaker Pro Tem Larry Clark and Rep. Joseph Fischer.

# Worthy of Note

Women who are making a difference in the commercial life of Kentucky

**O**UR occasional feature, Top Women in Business, highlights some of the women around Kentucky who are making an impact in business, the professions, politics and economic development. The intent is to recognize not the household names, but those in key roles whose work ethic and body of work are making important contributions to commerce in the commonwealth.

The five women in this issue are among the many such women *The Lane Report* editorial board has identified. We welcome your suggestions for others around Kentucky who also are deserving of recognition for their efforts to boost Kentucky's economy. Send your recommendations to [editorial@lanereport.com](mailto:editorial@lanereport.com).

## Mary E. Lassiter

**Title/Company:**

Secretary of the Governor's Executive Cabinet

**How long at company/position:**

Twenty-eight years in financial management and budgeting positions for state government. Secretary of the Executive Cabinet since September 2009.

**Previous jobs/positions:**

State budget director, 2007-2012; acting state budget director 2003; deputy executive director, Governor's Office for Policy Research

**Top accomplishment:** Inducted into the University of Kentucky Gatton School of Business and Economics Hall of Fame (2011)

**Education:** Bachelor's and master's degrees in business administration from the University of Kentucky (1982, 1983)

**Person(s) who most influenced or mentored me:** Gov. Steve Beshear; Gov. Paul Patton; Crit Luallen, former state auditor and former secretary of the Governor's Executive Cabinet for Gov. Paul Patton; and Dr. James Ramsey, former state budget director and president of the University of Louisville. Because I've spent my entire career in state government, it makes sense that the people who have influenced me the most also have been in state government. Each of them exhibit, professionally and privately, the



*Mary E. Lassiter is a native of Sikeston, Mo. She has lived in Kentucky for the past 32 years and currently resides in Woodford County.*

kind of leadership, drive and compassion that make their service effective to the people of Kentucky.

**What inspires/drives me:** Public service is very rewarding and helping others gives me great pride. Working in state government has given me the opportunity to help make our home a better place. The decisions we make in Frankfort – everything from balancing a budget to launching dental care programs for children to providing outstanding nursing home care for our veterans – affects real people in their hometowns.

**Hobby/interests/volunteer work:** I am a huge UK basketball fan. Most of my free time is spent with family and friends, often centered around UK sporting events. I was able to attend the Final Four in New Orleans in 2012 to see my beloved Wildcats win their eighth national title, and it was one of the greatest experiences of my life.

**Currently reading and/or recent movie/play/concert attended:** Dinner and live music in downtown Midway on Friday nights with friends is a lot of fun!

**My advice to younger women in business:** Be assertive, and don't be afraid to ask questions. Be a sponge; identify leaders in your organization and learn everything you can from them. Be a good team player; working well with others is a necessary trait of success. Find a good balance with work, family and activities that sustain you outside those worlds. It is possible to have a successful career and a full family life, but there will be times one puts stress on the other. There is no secret formula; everyone must find their way.

## Leslie Combs

**Title/Company:**

State Representative, 94th District

**How long at company/position:**

Six years

**Previous job/positions:**

Chief financial officer at Pikeville College (Now UPIKE)

**Education:** Bachelors of Arts degree from Transylvania University

**Person who most influenced me:**

Chuck Campbell taught me discipline and how to win. Bill Owens taught me about the importance of volunteerism.

**What inspires me:** The ability to accomplish something, particularly when it helps someone else's life.

**Hobby/interests/volunteer work:**

Golf; and participating with any groups for which I can help their cause.

**My advice to younger women in business:**

It might sound trite, but I truly believe you can make it happen because you are the only one that can be depended on 100 percent of the time.



*Leslie Combs resides in Pikeville, Ky.*

## Carole Douglas Christian

**Title/Company:**

Partner and co-chair of the Health Care Service Team at Wyatt, Tarrant & Combs LLP in Louisville.

**How long at company/position:**

Twenty-four years

**Education:**

Bachelor of Arts in Communications from the University of Kentucky, Juris Doctor degree from University of Louisville School of Law (1988)

**Person(s) who most influenced or mentored me:**

My parents, who taught me my work ethic and confidence to be my own person.

**Hobby/interests/volunteer work:**

Tennis, travel and recreation at our home on Nolin Lake.

**Currently reading and/or recent movie/play/concert attended:**

The most recent concert I attended was Jake Schimbamakura, the world's best ukelele player, who was amazing and jokes what it is to travel the world and play for audiences who have low expectations.



*Carole Christian resides in Louisville, Ky.*

### Advice to younger women in

**business:** Step outside your comfort zone, be relentless in seeking solutions to problems. Also know that even in business, it is always OK to be yourself, to find humor in stressful situations and to follow your intuition.

## Ann Smith

### Title/Company:

Chief administrative officer, UK Health-Care Hospitals

### How long at company/position:

Thirty-five years at UK; nearly four years in this job

### Previous jobs/positions:

Medical technologist; administrative lab manager; director of diagnostic services; assistant hospital director; associate hospital director

**Top accomplishment:** Two lovely and intelligent daughters, a healthy marriage and a brand new, state-of-the-art hospital with which to care for the citizens of the commonwealth of Kentucky and beyond.

**Education:** Bachelor's degree in health sciences (UK), certified as a medical technologist by the American Society of Clinical Pathologists Board of Registry, Master of Public Administration (UK).

**Person(s) who most influenced or mentored me:** To limit myself to just a couple, my dad, Ed Lewis, wielded great influence on my work ethic and focus. Admiring him as I always have, I modeled myself after him. My husband, Greg Smith, is my most relentless influencer who never fails to give me honest feedback and sound advice. His unflagging support and partnership has given me the opportunity of choices in life for which I will always be grateful.

**What inspires/drives me:** Making a difference drives me. The UK Health-Care team inspires me. The caring, concerned team that surrounds me every day makes me want to work harder and be better. Our team makes a difference in the lives of the ill and injured of Kentucky and their families.

**Hobby/interests/volunteer work:** I love to run! (I have completed two Bourbon Chases, five half marathons since 2010 and many 5Ks.) I am a huge UK sports fan. I enjoy cycling, hiking, horseback riding, canoeing, visiting state parks, knitting and anything that allows me to enjoy our state's beauty, rich history and traditions. I serve on



*Ann Smith, a native of Columbia, Tenn., resides in Lexington, Ky.*

the boards for Women Leading Kentucky and the Lexington component of the American Heart Association.

**Currently reading and/or recent movie/play/concert attended:** I read a lot for work and recently reread "Chasing the Rabbit" by Steven Spear. My husband and I are major fans of Andrew Lloyd Webber's "Phantom of the Opera" and got to see it in London at Her Majesty's Theater.

**My biggest challenge and how I overcame it:** My biggest challenge has been continual worry about self-imposed limitations and social norms. The women I looked up to had little choice in socially acceptable careers and fierce pressure to conform to the "social norm." I knew that would not work for me; I worried about it. Being different is hard, and I limited my choices. It took maturity and necessity to teach me you have to be who you are to be happy, satisfied and successful.

**Advice to younger women in business:** W.T. Young once gave the shortest graduation speech I ever heard at a Transylvania University commencement. His advice to the bright young audience was: "Never give up; never ever give up." Identify your passion, have support in your personal life, have fun along the way and keep your sense of humor.

## Maggie Mick

### Title/Company:

Director of development at The Council of State Governments, based in Lexington; Lancaster City Council member

### How long at company/position:

Two-plus years

### Previous jobs/positions:

Associate director of development at The Council of State Governments; development director at Lexington Children's Theatre; campaign consultant for United Way of the Bluegrass; press secretary at the 2008 Republican National Convention; congressional aide for then-U.S. Rep. Jerry Moran of Kansas

**Top accomplishment:** At the age of 26, I was appointed to the Lancaster City Council. In 2010, I was elected to my second term, and I am currently the only woman on the council.

**Education (other pertinent training/certification):** Bachelor of Science in Journalism from the University of Kan-



*Maggie Mick, a native of Topeka, Kan., resides in Lancaster, Ky.*

sas William Allen White School of Journalism and Mass Communications, and Bachelor of Arts in American studies (political science concentration) from KU's College of Liberal Arts and Sciences. I studied at the Col·legi Major Sant Jordi de la Universitat de Barcelona in Barcelona, Spain.

### Person(s) who most influenced or mentored me:

My husband, Nathan Mick, has been a mentor and deeply influential. He has the highest standards of personal and professional integrity and always looks for avenues to help a person or situation. My civic-minded parents, Mike and Bev Morris, always encouraged me to give back to my community and seek out professional mentors.

**What inspires/drives me:** Being of help and useful to my family, friends and community. God blesses each of us with talents and skills; if you aren't able to give back and be part of something larger than your own self-interest, then your life has not yet served its purpose.

**Hobby/interests/volunteer work:** I serve on the Living Arts & Science Board of Directors and the St. Joseph Women's Hospital Council. I am a Lexington Junior League member, an ex-officio and founding board member of the Garrard County Arts Council and former board member of the historic Bodley-Bullock House in Lexington.

### Currently reading and/or recent movie/play/concert attended:

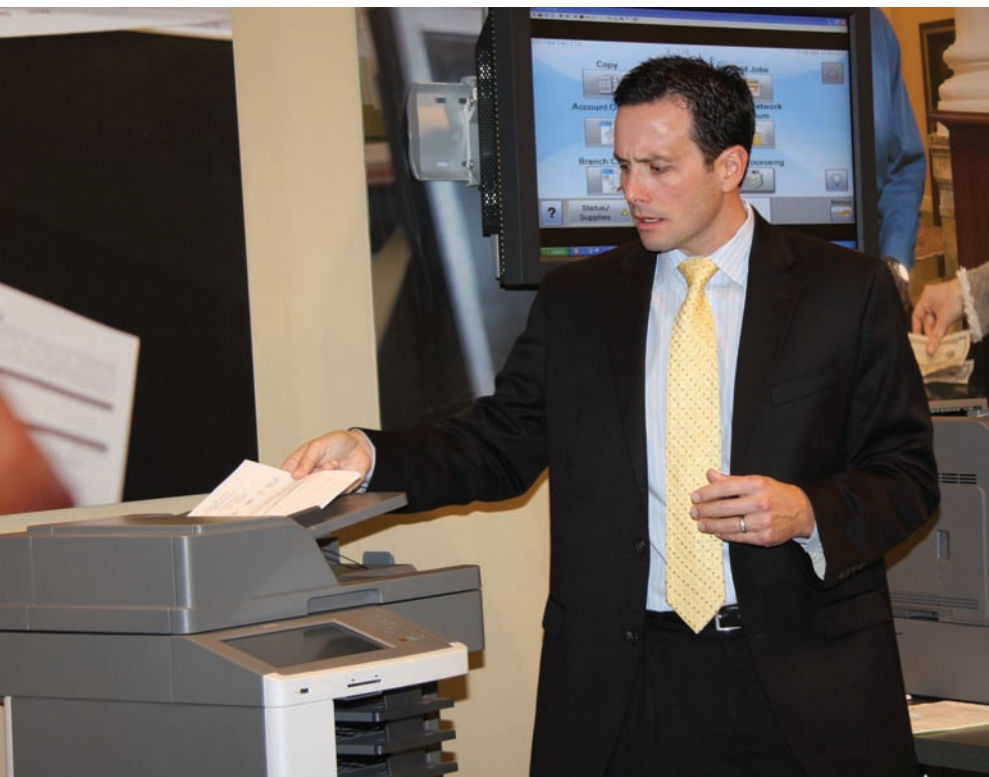
Currently reading "The Greater Journey: Americans in Paris" by David McCullough. I recently saw the musical "Wicked" at the Gershwin Theatre in New York City.

### Biggest challenge and how I overcame it:

In December 2009, at the height of the recession, I was appointed to a vacated Lancaster City Council seat. Facing ending the fiscal year in the red, the then-mayor and council voted the same evening I was appointed to reduce the police force almost 25 percent and change most of the water department office staff from full to part time. The meeting was fiery and tough, with citizens and employees voicing anger and concern. We since have pushed department heads to do more with less and have ended every fiscal year with a surplus.

### Advice to younger women in business:

As you grow professionally, never hesitate to be politely persistent. I encourage young women to be grateful, gracious and sincere when learning, growing and excelling in their careers. Keep your perspective, and remember there are billions of women in this world with larger tasks, heavier burdens and meaner bosses. ■



*Tim Speller, director of North American Solution Development and Integration at Lexmark, demonstrates how to use some of Lexmark's new data management and security solutions products.*

The action is expected to result in annualized savings of \$95 million once fully implemented, according to the company. This was the second restructuring plan in less than a year for Lexmark, which in January 2012 announced 625 job cuts.

Lexmark says it is offering support services to laid off workers to help them find jobs. The non-profit Kentucky Science and Technology Corp., meanwhile, is encouraging engineers and other skilled but now out of work employees to consider becoming entrepreneurs. KSTC wants the Central Kentucky workforce to retain their engineering and product development tech skills.

Their strategy shift is more evolution than revolution, Lexmark officials say. It reflects the diversity of needs in a global marketplace that ranges from legions of small offices and companies to multinationals with hundreds of locations. In the hands of advanced users, the evolving capabilities the newest devices offer are ever more impressive, but those elite functions aren't for everyone.

## Imaging Makeover

An evolving Lexmark showcases new solutions software, multifunction product hardware strategy

BY LANE REPORT STAFF

**I**N a changing commercial world seeking efficiency and productivity gains by cutting the amount of paperwork handled, Lexington-based business solutions provider Lexmark is phasing out its inkjet printers product line to focus on office multi-purpose devices (MPD) that can perform data management services.

# LEXMARK

Advanced users today can use their MPD to automatically route documents such as purchase orders to multiple destinations and databases, receive jobs from mobile devices in the field, and automatically generate security alerts if key words or phrases are detected – because, yes, modern printers can “read.”

In the past two years, Lexmark has acquired software companies with sophis-

ticated imaging, data harvesting and information management capabilities so it can provide business solutions in today's increasingly digital, less paper-intensive workplaces. The new line of 42 products introduced in October includes a line of networked multifunction scan-copy-fax-printers.

Laser printers are not going away any time soon, though, according to company officials, who say a majority of the products Lexmark sells in 2012 will continue to be printers.

In August, the company announced restructuring plans, which included cutting 1,700 jobs worldwide – almost 13 percent of its workforce – as it jettisons the inkjet printer business. Significantly for Kentucky, about 550 jobs at its Lexington corporate headquarters are on the chopping block.



*Paul Rooke, President/CEO*

**Paperless office not here yet** “In the late '90s we could see the convergence of copiers and printers,” said Keith Jones, vice president of worldwide product marketing for Lexmark. “In 2012, we still sell more printers than multifunction products.”

The company began as a 1991 spinoff from IBM, which divested its printer operations to the investment firm Clayton & Dubilier Inc. in a leveraged buyout; at that time more than two decades ago, the move was said to reflect IBM's belief that the paperless office was fast approaching and soon to render the printer business unprofitable. Lexmark became a publicly traded company in 1995 and hit the Fortune 500 in 1999. It was most recently in the Fortune 500 in 2008.

Being a Fortune 500 member is good but is less a prime focus than remaining vital in today's changing business environment, say company officials, who report strong growth. Lexmark added contracts with 19 Fortune 500 companies in the past two years, Jones said, while maintaining a 100 percent renewal rate with this top tier of clients.

“We see function shift,” said Marty Canning, executive vice president and president of Imaging Solutions and Services.



*Keith Jones, vice president of worldwide product marketing for Lexmark*

Lexmark communicates with its customers and target clients to closely track “the leading edge activities.”

As it moves forward in a digital world, Lexmark believes “the synergies between imaging and the emerging software elements of our business will continue to drive growth across the organization,” said Paul Rooke, Lexmark chairman and CEO.

In the past two years, Lexmark has acquired at least six software companies with the technology to help it create new business solutions products and services. In the past 12 months, it invested \$257 million to acquire four software companies.

While it foresees more growth in software services, Lexmark will continue to be a manufacturer, Canning said. And it will continue to have a strong presence in Lexington.



**Marty Canning,**  
Executive Vice  
President

There are about 2,500 employees at the corporate headquarters, most of whom are highly skilled. The company expects its Lexington employment to stay in the 2,500 to 3,000 range for the foreseeable future, Canning said.

#### **New technology for more productivity**

Lexmark International showcased some of its new products at the December media event. It was a local follow-up to the company’s October unveiling of new laser printers and multifunction products (MFPs) built on an enhanced technology platform that delivers productivity-enhancing solutions. The



**Brian Henderson,** Lexmark’s Director of Worldwide Product Marketing, demonstrates the compatibility of the company’s newest multifunction products with mobile devices. Perceptive Mobile allows users to participate in business processes, view and interact with content, updates cases and make decisions using a Windows 8 device from virtually anywhere.



MFPs include an intuitive touch screen that provides access to applications that reduce the complexities of manual processes and improve productivity.

The integration of smart MFPs with the Perceptive Software portfolio helps improve infrastructure efficiency and team performance to propel growth, the company said.

Lexmark also announced its Secure Content Monitor, a solution that mitigates risk and protects companies and agencies from potential threats to confidential information, profits and productivity by enabling businesses to automatically track and audit sensitive information. It is a valuable service for those operating in highly competitive businesses and industries where intellectual property theft and business espionage occur.

In addition to its new laser products, other products include:

- Perceptive Mobile for Windows allows users to participate in business processes, seamlessly view and interact with associated content, update a case

*Lexmark’s newest multifunction products are built on an enhanced technology platform that delivers productivity-enhancing solutions. Tim Speller demonstrates an accident report application that will save time and help companies better document onsite incidents.*

and make decisions from their Windows 8 device virtually anywhere.

- Perceptive eAuthorize, powered by AssureSign, allows any document to be electronically sent to any Perceptive Software user or third party in order to obtain a compliant electronic signature, followed by automatic uploading and storage of the signed document in Perceptive Software’s enterprise content management solution.

“The intelligence offered through Lexmark’s devices is a key differentiator, and when combined with our state-of-the-art imaging technology, we are able to provide our customers unmatched capabilities in a solutions portfolio,” said Canning. “Our ... MFPs are the backbone to the many workflow solutions we provide, and this close marriage between our hardware and software portfolios is what gives our customers access to unavailable information and improves customer satisfaction.”

- Print Release allows a print job to be sent from any work station or device anywhere, including a mobile device in the field, and released later at the printer by its sender – allowing for preview, elimination of selected pages, or updating. Print Release can be set up inside a network or inside a cloud.

“Workers increasingly are on the move around the world or within a site,” Jones said.

These newest MFPs are greener, too, than their predecessors, using 30 to 40 percent less materials. The lowest-end printers, meanwhile, are cheaper; black and white business printers begin at less than \$600 and color printers at under \$800.

Learn more about Lexmark’s products at [lexmark.com](http://lexmark.com). ■



*The Louisville Chorus Musique Romantique event includes dinner and dancing.*

## Treat Your Sweetie

Celebrate Valentine's Day with a romantic weekend getaway

BY KATHERINE TANDY BROWN

**I**T'S the middle of winter, and in Kentucky that can mean chilly winds, icy temperatures and unending gray days. But along comes February, and though the weather may not change, up pops Valentine's Day, the perfect time to ferret out some fun for you and your sweetie pie. Scattered across the commonwealth are plenty of ways to carve out some quality, kid-free, alone time to show her – or him – just how much you care.

### Louisville

Head to Derby City on the 14th for a splendid evening at Musique Romantique, where you can listen to, hum

along with and even dance to classic love songs, such as "When I Fall in Love," "I Will Always Love You," and "Blue Velvet." Now in its 19th year, the event, which takes place at the Seelbach Hotel, is the only one of its kind in the area, said Therese Davis, executive director and pianist for The Louisville Chorus, which sponsors the evening.

"It's the whole package," she said, "drinks, dinner, vocal performances, dancing and a silent auction."

The hotel's Oakroom is the state's only AAA Five-Diamond restaurant, so supper will definitely be grand enough for your sweetheart.

At the end of the evening, you can wend your way upstairs to an overnight in this newly-renovated (\$12 million worth) 1905 Beaux Arts hotel that has hosted the likes of such colorful characters as Al Capone and Dutch Schultz. F. Scott Fitzgerald used its Grand Ballroom as backdrop for Tom and Daisy Buchanan's wedding reception in his 1920s masterpiece, "The Great Gatsby," and a number of scenes from Paul Newman's classic film "The Hustler" were shot here.

### Berea

For a more rural getaway, the Pinnacle View Inn is a six-year-old architectural treasure tucked in the knob country near Berea, though its amenities – and green personality – smack of a big-city resort. Built from local natural and recycled materials, this five-star energy home honors its commitment to "a totally green living environment" by practicing sustainability and reducing its carbon footprint whenever possible. With lovely views of the Red Lick Valley – Pilot Knob and The Pinnacle – the spacious, light-filled, four-guestroom hostelry is rife with original folk art and natural wood, has geothermal heat, offers organic body care products, and serves as much Kentucky Proud and locally grown organic food as possible.

"Essentially, we offer guests a personal chef," said Ira Bates, owner and

### Follow Your Heart

#### Musique Romantique, Louisville

Feb. 14, 6-9:30 p.m.  
Advance reservations required  
(502) 968-6300, LouisvilleChorus.org

#### Pinnacle View Inn, Berea

(859) 986-0044, pinnacleviewinn.com

#### Honeymooners' Weekend, Lucas

Feb. 15-17  
Barren River Lake State Resort Park  
(800) 325-0057, parks.ky.gov

#### Valentine Dinner Theater, Olive Hill

Feb. 15-16, 6:45 p.m.  
Carter Caves State Resort Park  
(800) 325-0059, parks.ky.gov



The Lane Report's Staycation Showcase on this page can get your message before the most significant audience of Kentucky's decision makers available in the state. Get details on this opportunity by calling Curtis Smith at (502) 548-0434.

**Exhausted from the holidays?  
We have a park for that!**

1-800-255-7275  
WWW.PARKS.KY.GOV

KENTUCKY STATE PARKS  
"we have a park for that"

**Kentucky**  
UNBRIDLED SPIRIT

innkeeper. "They can order what they want to eat when they want it." Food is custom prepared for each guest, according to his or her preferences. Breakfasts – a slice of heaven – can include eggs Benedict with spinach and Hollandaise, chef-made from scratch.

The inn's concierge service is also personalized and can point you to any area activity, be it hiking, shopping, gallery-hopping or taking a day trip to Lexington's horse country. Should you admire a piece of pottery and want to see more, Bates will connect you with a local potter. Always wanted to play a dulcimer? You'll get directions to the Berea studio of master wood craftsman Warren May for inspiration and direction.

Or if rocking on a wide porch, gazing at magnificent hills and holding hands with your honey is your Valentine's goal, says Bates, "we will actually leave people alone!"

**Kentucky State Parks – Olive Hill and Lucas**  
Two of Kentucky's state resort parks have a truckload of Valentine fun up their sleeves, both of which offer gorgeous natural surroundings. A sense of humor is required for both.

In Lucas, near Glasgow, Barren River Lake State Resort Park hosts a hilarious

Honeymooners' Weekend. On Friday night, you can dress up as your favorite singing star and walk down the red carpet to sing karaoke. The Not So Newlywed Game on Saturday will prove how well you know – or don't know – your better half. Saturday night's payoff is a romantic dinner and dancing.

Choose your overnights either in the Louie B. Nunn State Lodge overlooking lovely 10,000-acre Barren River Lake or in one of 22 intimate, lake- or woods-view cottages. You can hole up for a just-the-two-of-you weekend in your quiet abode, or head outside for hiking, biking, birding, 18 holes of golfing, boating and/or fishing. The park offers boat rentals and free loaner fishing gear.

These same activities are also available at Carter Caves State Resort Park, east of Morehead in Olive Hill. Located in an area known for having the state's highest concentration of caves, the park can furnish a one-of-a-kind subterranean Valentine's adventure with a guided tour of one of two caves that are open year round. One of these, Cascade Cave, is known for an impressive 30-foot underground waterfall.

On both weekend nights, a Valentine Dinner Theater at Carter Caves features a buffet dinner, followed by a show guar-



Barren River Lake State Resort Park is scenic year round.

anteed to tickle your funny bone. Described as "Bill Cosby meets Jeff Foxworthy," internationally known storyteller and humorist Bil Lepp, five-time champion of the West Virginia Liars' Contest, will slay you with outrageous tall tales.

Afterwards, you and your honey can return to a woodsy lodge room or a cottage with a cozy fireplace.

Whichever Valentine's Day celebration location you choose, don't forget to pack the chocolates and roses for extra points. ■

*Katherine Tandy Brown is a correspondent for The Lane Report. She can be reached at [editorial@lanereport.com](mailto:editorial@lanereport.com).*

**Welcome to**  
the power of information  
at your fingertips.

**Faster Lane**  
Fast breaks and important business and economic news from across Kentucky—sent three or more times weekly, directly to your email. Visit [lanereport.com](http://lanereport.com) to sign-up for this free, must-have, at-your-fingertips news service.

From the editors of The Lane Report.  
Kentucky's Business News Source for 28 Years

**AARP**

Paid for by AARP

**"I'D LIKE TO  
STAY IN MY OWN HOME."**

In Kentucky alone, 13.3% of the population is over the age of 65. Support AARP and our campaign to help people live independently, which improves everyone's quality of life and saves taxpayer dollars. Funding programs to help people stay in their homes strengthens the community and the state of Kentucky.

**See more of what AARP is doing to help Kentuckians  
at [aarp.org/ky](http://aarp.org/ky)**



## SPOTLIGHT ON THE ARTS

### Kentucky Folklorist Robert J. Gates Receives Prestigious National Botkin Prize



Robert J. Gates

**R**OBERT J. Gates, founder and director for more than 20 years of the Kentucky Folklife Program, has been awarded the American Folklore Society's Botkin Prize for significant individual achievement that create public understanding.

Kentucky Folklife Program documents and conserves commonwealth folk culture and now has archival collections of traditional musical communities, farmers, riverboat workers, immigrant groups, Kentucky's deaf community and other groups.

One of the nation's highest honors in folklore, the prize is named for eminent New Deal-era folklorist Benjamin A. Botkin (1901-1975).

Among Gates' accomplishments was establishing the Community Scholars Program that trains residents of Kentucky communities how to conduct their own folklife studies to document local history, traditions, folk art and groups. Gates trained more than 200 community scholars.

"It's really an honor," said Gates. "People who have previously received this award are highly established in the folklife arena. Some of them are my heroes, actually."

### Poet Sarah Gorham and Five Arts Groups Receive NEA Grant Funding



Sarah Gorham

**A** poet and five Kentucky arts organizations will receive nearly \$150,000 in Art Works grants from the National Endowment for the Arts for fiscal year 2013.

The arts organizations will receive a combined \$123,500 in funding, the agency announced. Poet Sarah Gorham of Prospect will receive a \$25,000 NEA Literature Fellowship, and one of the Art Works recipients is her Sarabande Books, a small press devoted to the publication of poetry, short fiction and literary nonfiction, of which she is president and editor.

"Year after year the NEA funds the work of Kentucky artists, arts organizations and other entities, showing its support for the people of the commonwealth who are dedicated to work in the arts," said Lori Meadows, executive director of the Kentucky Arts Council.

The NEA, an independent federal agency, will award 832 Art Works grants totaling \$23.3 million in 47 states plus the District of Columbia and Puerto Rico. Supported projects span 13 disciplines and fields. Creative Writing Fellowships totaling \$1 million will go to 40 poets.

The five state arts organization grant recipients are: Actors Theatre Of Louisville, \$50,000; Appalshop, Whitesburg, \$15,000; Kentucky Opera Association, Louisville, \$12,500; Lexington Philharmonic, \$16,000; and Sarabande Books, Louisville, \$30,000.

### Arts Events Around the State

#### **Blood, Sweat and Tears; Earth, Wind and Fire; Little Chicago**

SkyPac, Bowling Green  
7:30 p.m. Feb. 2  
theskypac.com  
(270) 904-1880

#### **Tchaikovsky Violin Concerto: Louisville Orchestra**

Whitney Hall, The Kentucky Center for the Performing Arts, Louisville  
10:30 a.m. Jan. 31 & 8 p.m. Feb. 2  
kentuckycenter.org  
(502) 562-0100

#### **Themes and Variations in Judy Martin's Quilts**

The National Quilt Museum, Paducah  
Through March 11  
quiltmuseum.org  
(270) 442-8856

#### **"Wizard of Oz" Lexington Ballet Theatre**

Lexington Opera House  
2 p.m. Feb. 23-24  
kyballet.com  
(859) 252-5245

#### **RED by John Logan**

Actors Guild of Lexington  
Main Stage  
8 p.m. Jan. 24-Feb. 3  
actors-guild.org  
(859) 309-1909

#### **The Threads that Bind: Textile Works by Kentucky Artisans**

Kentucky Artisan Center at Berea  
Through Feb. 23  
kentuckyartisancenter.ky.gov  
(859) 985-5448

### Horse Cave Makes Big Improvements with Self-Guided Tour

**H**ORSE Cave, the smallest of the five certified Kentucky Cultural Districts, has received recognition recently for its Hidden River Cave walking tour from various state and government-related entities.

The city was acknowledged for its unique approach, innovation and dedication to leveraging cultural assets in creating the self-guided tour that allows visitors with smartphones to explore the city at their own pace.



Horse Cave emphasizes its unique qualities and has received Kentucky Cultural District recognition.

Horse Cave was recognized with the Kentucky League of Cities Enterprise Cities Award, the Kentucky Historical Society's Education Award, and the Kentucky Department of Travel and Tourism's "There's Only One" designation.

"When we decided we wanted to develop a walking tour in Horse Cave, we knew we wanted it to be unlike any other in the nation," said Sandra T. Wilson, executive director of the Horse Cave/Hart County Tourist Commission. "Naturally, our city is a little different from all others in Kentucky. It has the unique distinction of being built on top of a cave. Creating tours for above- and below-ground was an opportunity we couldn't pass up."

Arts Council Executive Director Lori Meadows said Horse Cave is a model for other small towns in Kentucky and has shown that the size of a city and has no bearing on the creative and cultural discoveries it might have.



Lori Meadows is executive director of the Kentucky Arts Council.



## BEST MOTIVATOR OF OUR TIME

An icon has passed, but Zig Ziglar's messages will live on forever

BY JEFFREY GITOMER

*Author's note: Zig Ziglar, the iconic motivational speaker of our time, passed away November 28, 2012. In his honor, I am updating and annotating an article I wrote in 1992 after I had the privilege to meet him for the first time, and interview him.*

“I almost failed as a salesman,” said Zig as he stood beside me an hour before delivering his motivational message to 2,700 Ziglar disciples.

“I had struggled for two-and-a-half years. I was on a losing streak, but I never saw myself as a loser.” What verbal poetry. I was standing with the best motivational speaker of our time.

“I still had the fear of rejection,” Zig said. “I didn’t understand that prospects weren’t rejecting me; they were only rejecting the offer I was making them.”

Sales wisdom of the first order.

If every salesperson could grasp that philosophy, problems like cold-call reluctance and fear of closing would evaporate.

“If it wasn’t for some words of encouragement from my company president, P.C. Merrell, I would have probably found another job,” said Zig. “Merrell said, ‘Ziglar, you have real ability; you’re champion caliber, I’m looking at you as a future officer of this company.’ Those words inspired me to

become the No. 2 salesman in a company of 7,000 in one year,” said Zig with an intense yet peaceful look on his face. He says of his mentors, “Bill Cranford (the man credited with training Ziglar) got the salesman ready. P.C. Merrell got the man ready.”

That was a long time ago. It’s hard to count the years or the millions of dollars earned since then by this legendary salesman and speaker.

It’s Tuesday, and today he will deliver an inspirational message to a Charlotte audience he has delivered 300 times before. He told me he had rehearsed in his room last night for three hours. Talk about practicing what you preach!

Zig Ziglar is a classic example of focus, dedication and self-discipline.

Ziglar has been a sales and speaking inspiration to me for two decades. Now I’m standing next to him as he greets every one of the 125 VIP breakfast attendees as though he or she were a long-lost relative.

“Hi, I’m Zig Ziglar. Glad you could join us this morning,” he said to each person as he shook their hand. People brought books to autograph, had cameras to take photos, and all had something nice to say about this man who walks and talks with grace.

Now we’re live on stage. Zig has the

entire audience in the palm of his hand. Bouncing across the stage, down on one knee, arms expressing the words he wants to punch, all in total control. A master of the spoken word.

There were close to 100 ideas I took away from Zig’s presentation, wisdom like ...

- You can get whatever you want, if you help enough people get whatever they want.

- You were born to win, but you must plan to win, prepare to win, then you can expect to win.

- I wasn’t born in Dallas, but I got there as quick as I could.

- It’s not where you start, it’s where you go.

- Money ... you like the things it can buy, but you love the things it can’t buy.

- We hear or say the word “no” more than 116,000 times in our lifetime.

- The health club is packed the first few weeks in January from people making New Year’s resolutions, but the crowd thins out in less than 30 days.

I left the hall feeling inspired, motivated and ready to conquer the world. So did everyone.

### The passing of a giant

When someone who you admire dies, you immediately recall what they did for you, or how they impacted you, or both. I was fortunate to have met with Zig many times, see him speak many times, and got to talk with him “off the record.” He was a man of character. He was a man of faith. And he was a man who helped millions of other men and women – including me – and in death, like Napoleon Hill and Dale Carnegie, Zig Ziglar’s message of hope, faith and encouragement will live on for generations.

My favorite image of Zig Ziglar was one morning years ago on “The Today Show.” Zig was on to promote his book and was the last guest. He was sort of talked to as a sideshow attraction – a salesman and motivational speaker. At the end of the interview (literally the end of the show), Tom Brokaw said, “We’ve got 30 seconds left, Zig. Sell me some insurance.” Ziglar went into a 25-second pitch that was creative and sharp. Brokaw was somewhat impressed, but turned to the audience and said triumphantly, “See, I didn’t say yes.” Ziglar instantly snapped back, “Yes, but you didn’t say no,” and they went off the air.

Positive attitude is not hearing no.

Zig was the master. He will live on. ■



Jeffrey Gitomer [salesman@gitomer.com](mailto:salesman@gitomer.com)  
is the author of *The Sales Bible*.

## Lane Communications Group Names Bob Earley Publisher

**P**RI NT media veteran Bob Earley joins Lane Communications Group as its new publisher. Lane Communications' lead publication, *The Lane Report*, is in its 28th year of serving Kentucky. Ed Lane, the magazine's founder and long-time publisher, retains his position as president of the company.



Bob Earley

"We are enthusiastic about adding a publishing executive of Bob Earley's caliber to our team," Lane said. "He understands the value of news in today's quickly changing market and how to deliver effective marketing messages through quality print and digital media platforms. Bob brings a proven track record of success to our management team."

Earley's selection as publisher follows a five-month nationwide search and interview process. Originally from greater Chicago, Earley comes to *The Lane Report* from the *Herald-Paladium* and the *South Haven Tribune* newspapers serving southwest Michigan, which are owned by Paxton Media Group LLC of Paducah, Ky. He has 25 years of experience in advertising, marketing, sales and publishing, including 15 years with the Chicago Sun-Times Newspaper Group, where he was advertising director at the *Sun-Times* and national director at the *Daily*

*Southtown Star*. He also founded a successful ad agency that represented small and mid-sized advertisers.

Earley earned an MBA in marketing and administration from Lewis University in Romeoville, Ill. From the beginning of his advertising career, Earley knew he wanted to be a publisher of a regional or national publication.

"*The Lane Report* has exceptional brand recognition throughout the commonwealth; the magazine is well known and highly respected," he said. "The entire team at Lane Communications is committed and dedicated to the continued success of its portfolio of publications."

Earley will manage the growth of *The Lane Report* and its family of publications and develop new products that support the needs of the region's business owners, corporate executives, political leaders, professionals and economic development managers.

"There is so much intellectual capital throughout the state," he said. "I am amazed by the number of industry leading organizations headquartered in Kentucky. I look forward to partnering with these organizations to tell their stories, celebrate their successes and inform our readers about their products and services."

Earley and his wife, Cathy, have four children – Colleen, Sarah, Megan and Matthew.

## A Tale of Two Coalfields

Kentucky coal in 2012 and what's ahead in 2013

BY BILL BISSETT

**I**F you were to describe 2012 for the Kentucky coal industry in one word, that word would be: uncertainty.

There were some positive stories for coal in 2012. Along with the Commonwealth of Kentucky and Gov. Steve Beshear, the Kentucky Coal Association won its lawsuit against the Environmental Protection Agency – that it acted unfairly and violated the Administrative Procedures Act in relation to permits necessary to mine coal in Eastern Kentucky. Another good story involved Gov. Beshear joining Jim Booth of Booth Energy and state Rep. Keith Hall to announce a historic multiyear agreement to ship Kentucky coal to India. We also continue to learn of record production in Western Kentucky mines and of new mines opening in the near future. Lastly, Andy Barr unseated Sixth District Congressman Ben Chandler in a campaign where coal was a central issue.

While these positive stories are good to hear, the loss of production and layoffs in Eastern Kentucky was the most significant story for our industry. As 2012 concluded, a conservative estimate for layoffs in direct

coal mining jobs last year is more than 3,000, worsened by the three-to-one multiplier that three indirect jobs are lost when one miner is laid off. This loss of indirect jobs also affects economies beyond the coalfield. Livelihoods in the coalfield were also reduced due to furloughs and loss of overtime, both of which rarely get reported in the media.

There are multiple reasons why our Eastern Kentucky coalfield is losing jobs and decreasing production. The low price (for now) of natural gas, a mild winter and mild summer in 2012, more stringent air quality regulations and the lack of broad U.S. economic rebound have lessened the demand for coal. A political reason for coal's downturn in Eastern Kentucky was President Barack Obama's administration; through the EPA and other federal agencies, the Obama administration has been ardently anti-coal and focused its efforts on the Appalachian Coal Basin, specifically in West Virginia and Eastern Kentucky. While Kentucky did not support President Obama's election or reelection, it remains to be seen if he will continue his

actions against the production and use of Eastern Kentucky coal. More concerning is the possibility he will expand his efforts to other coalfields, harming our successes in Western Kentucky.

As the uncertainty continues in 2013, I believe that we will continue to mine coal in Kentucky for generations to come. The problem, however, can be best described in three questions:

- How much coal will we mine?
- What methods we will be able to use to mine it?
- Who will be the end users?

These three questions will be decided in legislative bodies, in courtrooms and in the court of public opinion. At a time when our country seems incapable of building any kind of electricity generator whether it uses coal or not, our demand for affordable electricity will continue to increase. Complicating matters, we have an emerging international market that will want our coal to bring power to more than 1.6 billion people who have never had access to electricity that can change and extend their lives. While 2013 is another year of uncertainty for us, KCA (KentuckyCoal.com) believes the long-term future for our commonwealth's coal remains bright.



Bill Bissett is president of the Kentucky Coal Association.

## IdeaFestival Relaunches Idea Showcase in Lexington

**T**HE international IdeaFestival (IF), now conducted each fall in Louisville, returns to Lexington in early 2013 for a unique two-day idea showcase event.

IF Lexington: Creative Disruption will be March 7-8 at the Locust Trace Agricultural Science Farm. Kent Lewis and Brad Clark of Event Artistry are partnering with IdeaFestival to lead the design and coordination of IF Lexington.

"We are pleased to bring IdeaFestival back to its roots," said Lewis, founder of Event Artistry and TEDxLex. "Lexington is a great place to introduce this new event format to the community, and we look forward to collaborating with other cities across Kentucky to launch similar events."

Day 1 of the IF Lexington event will launch the first-ever youth-exclusive idea showcase of local talent in the Bluegrass region. Day 2 will focus on local and regional efforts toward new ideas, creative thinking and disruptive innovation.

"We are excited about having the IdeaFestival back in the 'DNA' of Lexington for a high-energy, two-day event," said Kris Kimel, president of Kentucky Science and Technology Corp. and founder of IdeaFestival.



## Louisville Chosen as Top U.S. Travel Destination for 2013

**I**F you haven't been to Louisville lately, you're missing it. From the city's Urban Bourbon Trail, to Churchill Downs, 21c Museum Hotel and New Louisville, the city is a "lively, offbeat cultural mecca on the Ohio River," according to Lonely Planet, the world's most popular source of travel advice. In December, its guides and website listed the Derby City as the top U.S. travel destinations for 2013.

The editors said they usually debate which city should be No. 1, but this year everyone agreed Louisville should top travelers' wish lists for 2013.

"NuLu features converted warehouses used as local breweries, antique shops and the city's coolest restaurants," Lonely Planet said. "On Bardstown Road in the Highlands, you'll find a hipster strip of shops and bars, not to mention many 'Keep Louisville Weird' stickers."

The travel publisher called Louisville the "new Portland," citing the city's neighborhoods and its bourbon connection among reasons its so appealing.

"If you haven't been to Louisville in some time, now is the time for you to plan a visit," said Jim Wood, CEO of the Louisville Convention and Visitors Bureau. "The city's tourism product has seen incredible growth over the last several years, and 2013 will be no exception with the return of bourbon distilleries to downtown's Whiskey Row."

The rest of Lonely Planet's U.S. Top 10 are: Fairbanks, Alaska; San Juan Islands, Wash.; Philadelphia; American Samoa; Eastern Sierra, Calif.; northern Maine; Twin Cities, Minn.; Verde Valley, Ariz.; and Glacier National Park, Mont.

Lonely Planet has printed more than 100 million travel books. LonelyPlanet.com has 12 million unique visitors a month with it Top U.S. Destinations list among its most read articles each year.

Learn more at [gotolouisville.com](http://gotolouisville.com) or better yet, go see for yourself.



## Largest Donation in UofL Law School's History

**T**HE University of Louisville's Louis D. Brandeis School of Law recently received what is believed to be the largest gift in the school's history – a bequest of \$1 million to permanently endow a three-year-old student-run law clinic.

Sue Ellen Ackerson of Louisville and her family made the gift to honor Robert Ackerson, her late husband, who founded Ackerson and Yann law firm. Sue Ellen Ackerson is a 1955 UofL College of Business graduate. Her husband, a 1958 law school graduate, died in 2008.

The endowed clinic is being renamed The Robert and Sue Ellen Ackerson Law Clinic. It matches law students with impoverished clients who need legal representation and advice. The clinic has handled more than 500 cases since its 2009 inception and works closely with the Legal Aid Society housed in the same building.

"We wanted to do something to help both the law school and the community as well as show both Bob's and my appreciation for all the university has meant to our family," Ackerson said. "The clinic was a perfect fit."

It's a gesture that speaks well of the values of the school, the Ackersons and the community.

# KENTUCKY PEOPLE

## LEXINGTON: RUTH HUNT CANDIES CELEBRATES A NEW SWEET SPOT



Ruth Hunt Candy Co., which has been a Kentucky tradition for almost a century, recently celebrated its move into a new retail location on Walton Avenue in Lexington that provides twice as much space for the company to produce its sweet treats. In addition to the larger space, the new store has a full-service U.S. Post Office on the premises, which offers the convenience of being able to shop and ship in one location. Pictured here at the November ribbon cutting are Lexington Mayor Jim Gray (left) Ruth Hunt Candies owner Larry Kezele, along with other members of the Ruth Hunt Candies staff.

## PIKEVILLE: COMMUNITY TRUST BANK RECEIVES SBA GOLD LENDER AWARD



Community Trust Bank Inc. was recently honored with the “Gold Lender Award” by the United States Small Business Administration (SBA), recognizing the Pikeville-based bank as Kentucky’s top SBA 7a lender in 2012 for the fourth consecutive year. Ralph Ross (left), district director for the SBA in Kentucky, presented the award to Terry Spears, SBA small business banking officer for Community Trust, who accepted the honor on behalf of the bank.

## LEXINGTON: STUDENTS PLEDGE \$1M TO UK’S PEDIATRIC CANCER CLINIC



DanceBlue, a student-run philanthropy group at the University of Kentucky, has pledged \$1 million over the next four years to the pediatric hematology and oncology clinic at Kentucky Children’s Hospital. In recognition of the support, the clinic will be renamed the DanceBlue Kentucky Children’s Hospital Hematology/Oncology Clinic. Making the announcement last month were UK student and DanceBlue Chair Ethan Ritter and Jennifer Mynear, whose son, Jarrett, died at age 13 after an 11-year battle with cancer. The clinic’s waiting area will be renamed the Jarrett Mynear Patient & Family area in his memory. Since 2006, DanceBlue has raised more than \$3 million for the clinic and for cancer research.

## HOPKINSVILLE: NORTHINGTON HONORED FOR SERVICE TO VETERINARY FIELD



Dr. Wade Northington, director of Murray State University’s Breathitt Veterinary Center in Hopkinsville, was honored with the 2012 Distinguished Service Award at the 101<sup>st</sup> annual Kentucky Veterinary Medical Association meeting this fall in Louisville. Kentucky Veterinary Medical Association President Philip E. Prater (left) presented the award to Dr. Northington (center), along with Dr. Aaron Goodpaster, KVMA Nomination Committee chair.



# KENTUCKY'S SOURCE for LEGISLATIVE COVERAGE

Nightly **Legislative Update** with Renee Shaw  
KET • Weeknights • 11/10 pm

Live & archived Senate and House coverage  
Online at [www.ket.org/legislature](http://www.ket.org/legislature)

Live broadcast General Assembly coverage  
Weekdays on KET KY, the Kentucky Channel



[ket.org](http://ket.org)



Explore Kentucky.  
Explore the World.

# Proud to help our communities glow.

When you've spent more than a century providing safe, reliable power and innovative services to millions of people, you know what makes a place shine. We're proud to be part of so many vibrant, thriving communities, and we look forward to sharing an even brighter future.

Our energies go to serving you.

