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KENTUCKY'S BUSINESS NEWS SOURCE FOR 30 YEARS

MAY 2015

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## KY'S EXPORTS FLYING HIGH WITH AEROSPACE

State is setting records supplying  
a global aircraft industry whose  
order backlogs continue to climb

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### LANE ONE-ON-ONE:


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# University of Kentucky RECORDS AND FIRSTS THIS YEAR:

## 113

National Merit finalists,  
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## 30,000

students



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**50 states**  
and more  
than

## 115

countries

More than  
**196,000**  
alumni across the globe

**5,200 first-year students**

A cumulative  
**3.0 GPA**  
among student athletes  
for the Fall 2014 semester

## CHANGING LIVES:

- The state's only NCI-designated cancer center — the Markey Cancer Center
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- One of only eight institutions in the country with the full complement of undergraduate, graduate, professional and health colleges on one campus
- Treating more than 36,000 patients a year at a hospital ranked among the best in the country for quality
- Extension service with offices in each of Kentucky's 120 counties
- Faculty and alumni who have served as the state's poet laureate and received the National Book Award, Pulitzer Prize and Nobel Prize

## TRANSFORMATION:

- More than \$1.7 billion in construction of new residence halls, classrooms and research labs, living and learning spaces underway or planned
- More than \$1 billion of construction funded through university resources, public-private partnerships and fund-raising efforts
- An unprecedented partnership with athletics to fund \$65 million — or almost two-thirds — of a new academic science building
- 19 living and learning communities dedicated to learning, undergraduate research, maximizing student success and building communities
- A more than \$580 million annual economic impact for research efforts
- \$350 million in research expenditures annually



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**Teams Homegrown Brewing Company, Engagely and Red Natural**

# Congratulations

## to the Idea State U Class of 2015!



Kentucky's next great businesses are coming to life. Two dozen teams of Kentucky's brightest young entrepreneurs participated in the 2015 Idea State U business plan competition.

With the help of faculty advisors from 12 universities across the state, students spent months developing business concepts and plans, which were presented to a panel of experts.

**IDEA STATE U: WHERE KENTUCKY'S FUTURE ENTREPRENEURS COMPETE**





**Teams Tree Huggie and EcoClean**



**Team Red Natural**



**Team Rhizofeed**

#### ► **Business Plan winners**

**Engagely**—University of Louisville  
**Homegrown Brewing Company**—University of Louisville  
**Red Natural**—University of Kentucky

#### ► **Business Model winners**

**Rhizofeed**—University of Pikeville  
**EasySync**—Northern Kentucky University  
**Eco Clean**—Berea College  
**Tree Huggie**—Owensboro Community and Technical College

#### ► **Elevator Pitch winners**

**Taboo Dance & Fitness**—Western Kentucky University  
**Engagely**—University of Louisville  
**Rhizofeed**—University of Pikeville  
**Thread Watch**—Lindsey Wilson College

The Cabinet for Economic Development awarded eight teams a combined \$100,000, which will help the students turn their ideas into full-fledged businesses.

Find out more about the winners and their ideas at **IdeaStateU.com**.



Cabinet for Economic Development  
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Patients, providers and care systems all like telemedicine's ease, convenience and low cost



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## PERSPECTIVE

### SLOW CHANGE IN FRANKFORT

Legislative inaction despite  
bipartisan support is frustrating

BY DAVE ADKISSON

ANYONE who has spent even a small amount of time around the state Capitol knows that policy changes happen slowly. Regardless of the topic or the promise of progress, most proposals are subject to multiyear deliberations in the General Assembly.

In many cases, that can be a good thing as disagreements are worked out, challenges are overcome, and a smoother path is paved toward implementation.

In other cases, however, frustration builds as initiatives that have enjoyed bipartisan support fail to win final passage session after session.

That, in essence, was the story of the 2015 General Assembly. There were definitely some positive steps – some of them, such as legislation addressing heroin and telecommunications, coming after several years of consideration.

But Kentucky's business community found another chapter of the story to be disappointing because of the many pro-business bills that were left hanging in the balance when the final gavel fell.

First, the positive session results:

- Kentucky's telecommunications systems can now be modernized more quickly.

- The state Road Fund was stabilized by establishing a floor under declining gas tax revenues.

- Legislation to curb the lethal threat of heroin was passed and likely will save lives.

- On the most pressing issue facing state government – its underfunded public pension systems – a few bills passed that should help put a brighter light on the operations of the systems, but more work is needed here.

- And, always of particular interest to the employers we represent through the Kentucky Chamber of Commerce, no bills were passed in this session that were particularly harmful to the broad business community.

The disappointments:

- Public-private partnerships legislation had amazing support last year in the House and Senate and strong bipartisan support going into this year's session, but died in the Kentucky Senate

without even getting a committee hearing or a vote on the floor (where many are confident the bill would have passed).

- Local-option sales tax authorization for cities and counties, which is favored two-to-one among business leaders we surveyed, passed in the House only to die in the Senate without even a committee hearing or a floor vote.

- Smoke-free legislation favored by a nine-to-one margin by Chamber members passed the House, only to die in the Senate without a committee hearing or a floor vote.

- An initiative to independently study the state teacher retirement system, which the Chamber has been advocating since early 2014, was championed by the Senate but died in negotiations with the House.

- Right-to-work legislation, enacted by most of Kentucky's competitor states and gaining traction in local communities, won passage in the Senate but failed to get a hearing in the House.

- A Senate-passed bill to allow the creation of charter schools to give parents a broader choice for their children's education once again failed without even a House committee hearing.

- Legislation to create an impartial process of medical review panels to deter meritless lawsuits against medical providers passed the Senate but failed without a hearing in the House.

The failure of some of these measures, such as charter schools or right to work, was not particularly surprising due to the longstanding alignment of partisan interests on both sides of the debate. Other legislation, however, had substantial bipartisan support. That made their failure particularly jarring.

Anyone working to advance Kentucky can expect to encounter some obstacles, and we continue to hope that, as Kentuckians with a shared goal of making progress for our state, we can take at least two steps forward for every one step backward.

But it's tough to celebrate a few successes when important issues with strong bipartisan support fail due to the clumsy nature of the legislative process or a lack of commitment to finding ways to overcome those barriers. ■



Dave Adkisson is president and CEO  
of the Kentucky Chamber of Commerce





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# FAST LANE

A compilation of economic news from across Kentucky

## WINCHESTER: AT RIBBON CUTTING FOR \$52M PROJECT, CATALENT PHARMA SAYS IT WILL INVEST \$62M MORE



Public Domain photo

Catalent's Winchester plant produces more than 3 billion tablets and capsules each year.

**C**ATALENT Pharma Solutions held a ribbon-cutting ceremony on April 16 to celebrate the completion of a \$52 million expansion of its plant in Winchester.

New Jersey-based Catalent is a global provider of technologies and development solutions for drugs, biologics and consumer health products. The company's Winchester plant produces more than 3 billion tablets and capsules annually and has launched more than 100 new products into the market since opening in 1992.

The latest expansion project – initiated in response to increased customer demand for complex, oral solid formulations – added 80,000 s.f. to the existing 100,000-s.f. plant and resulted in the addition of 140 new jobs to the 500-member workforce.

At the ribbon-cutting, Catalent announced the company is launching another expansion project that will add 300 more jobs earning an average of \$32 an hour including benefits. The company is investing \$62 million in that project, which will create additional square footage and renovate existing space for new equipment.

Catalent has received approval from the Kentucky Economic Development Finance Authority for tax incentives of up to \$4.5 million through the Kentucky Business Investment program. The performance-based incentive allows a company to keep a portion of its investment over the term of the agreement through corporate income tax credits and wage assessments by meeting job and investment targets. KEDFA also approved Catalent for tax benefits up to \$700,000 through the Kentucky Enterprise Initiative Act, which allows approved companies to recoup Kentucky sales and use tax on construction costs, building fixtures, equipment used in research and development and electronic processing equipment.

## STATE: AREAS AFFECTED BY COAL DOWNTURN WILL GET UP TO \$38M IN FEDERAL GRANTS FOR JOB CREATION

**A** new multiagency partnership is making up to \$38 million in federal grants available to communities negatively affected by the downturn of coal and energy production.

The **Partnership for Opportunity and Workforce and Economic Revitalization** (POWER) initiative will use a range of federal economic and workforce development resources to assist communities in job creation and training. POWER will award grants using \$28 million to \$38 million in FY 2015 funds from the Department of Commerce, the Department of Labor, the Small Business Administration and the Appalachian Regional Commission.

“The POWER initiative emphasizes public, private and philanthropic partnerships tailored to the specific needs of each community,” said Gov. Steve Beshear. “We will aggressively pursue these grant funds with our local partners.”

Grants will be competitively awarded to applicants – including state agencies, local governments and stakeholders anchored in coal communities – to develop and implement strategic plans that will diversify economies, create jobs in new or existing industries, attract new sources of job-creating investments and provide a range of workforce services and skills training that offer industry-recognized credentials for high-quality, in-demand jobs.



## EDGEWOOD: \$40M 197-BED HOSPITAL WILL FOCUS ON BEHAVIOR AND ADDICTION

**S**t. Elizabeth Healthcare, SUN Behavioral Health and NorthKey Community Care have formed a partnership to build a new 197-bed specialty hospital in Northern Kentucky that will be dedicated to behavioral health and chemical dependency treatment.

“We all believe and have consistently said that a comprehensive solution to behavioral health issues involves substance abuse treatment, mental health treatment, law enforcement, family support, community support and education,” said Garren Colvin, St. Elizabeth interim president and chief executive officer. “All of the organizations involved want to be part of the solution, and this collaboration is an important piece of the puzzle.”



The new facility will include a behavioral health emergency department to provide specialized assessment and treatment to patients and families in times of crisis and specialized inpatient wings will group patients into personalized programs to provide for the unique requirements of patients according to their ages and behavioral health needs.

St. Elizabeth plans to transfer 140 of its behavioral health and chemical dependency beds to the new facility while NorthKey Community Care will transfer its behavioral health beds to the new hospital when completed. The hospital will be jointly owned by St. Elizabeth Healthcare and SUN Behavioral Health and will employ a staff of 400. Approximately 270 of those positions will be new jobs.

A specific site for the \$40 million project has not yet been announced.

The joint venture complements other recently announced initiatives that will add to the overall services available in Northern Kentucky, including St. Elizabeth's partnership with **Hazelden/Betty Ford**, the integration of behavioral health counseling services into St. Elizabeth Physicians primary care practices, and the behavioral health/chemical dependency screening programs implemented in physician practices and maternal fetal offices.

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## BUSINESS BRIEFS

### BEAVER DAM

■ **WPT Corp.**, a company that manufactures textiles for the hygiene, medical and industrial markets, is expanding its operations in Beaver Dam to meet increased demand for its products. The expansion project will involve adding a new production line that is slated to be fully operational by early next year. The company currently employs a staff of 50 and plans to add 10 new positions as part of the expansion.

### BOWLING GREEN

■ The American Association of Community Colleges recently honored **Southcentral Kentucky Community and Technical College** with its Award of Excellence in the faculty innovation category. The AACC noted that when area businesses voiced a concern that new employees did not understand or value a work ethic needed for organization survival, SKCTC responded to address the issue. SKCTC worked with business partners to create and implement a workplace ethics agreement that requires behaviors in every classroom mirror those expected in the workplace. Since the program was implemented in 2011, the college-wide GPA has increased each year, and retention and persistence rates are up.



### EASTERN KENTUCKY

■ Kentucky is one of 10 states selected to receive federal funding to support a pilot project aimed at helping **Supplemental Nutrition Assistance Program (SNAP)** participants find jobs and work toward being self sufficient. The Kentucky program will receive \$19.9 million for the **"Paths 2 Promise"** program, which targets Bell, Clay, Harlan, Knox, Leslie, Letcher, Perry and

Whitley counties. The pilot will employ a collective approach to improving employment and training programs and other services available to SNAP registrants in the eight-county region, including: ongoing coordinated case management and supportive services; educational and career assessments; education and training opportunities; work-based learning and employment; and success coaching.

### FLORENCE

■ **Gateway Community and Technical College** has agreed to purchase the former **Robke** auto dealer property in Fort Wright for \$3.9 million and will make the 11-acre site home to its collision repair technology, automotive technology and diesel technology programs that are now housed at the Amsterdam Road campus. In addition, Gateway's new commercial driver's license (CDL) program will move to the new location from the Boone Campus. The relocation of Gateway's transportation programs will allow the college to vacate the Amsterdam Road/Park Hills Campus, paving the way for the long-anticipated sale of the property with proceeds to further develop the Urban Metro Campus in downtown Covington.

### FRANKFORT

■ **Independence Bank**, a regional community bank that currently serves nine Western Kentucky markets, is expanding into Frankfort with a loan production office and plans for a full-service banking location. Independence currently has 19 locations in Calloway, Daviess, Hancock, Henderson, Hopkins, McCracken, McLean, Warren and Webster counties with assets of \$1.6 billion.

### GEORGETOWN

■ **Bluegrass Community and Technical College** is building a new campus in Georgetown that will serve 1,200 students and house the advanced manufacturing technician program along with traditional academic classrooms. Programming will include industrial maintenance, electronics, PLCs, industrial electricity, robotics, mechanical drives, fluid power, machining and welding. The AMT program will support the **Bluegrass Economic Advancement Movement (BEAM)** goals for making Central Kentucky a premiere advanced-manufacturing area.



## NICHOLASVILLE: ALLTECH CONTINUES TO GROW WITH \$437M RIDLEY ACQUISITION

**A**LLTECH Inc. is acquiring Minnesota-based animal nutrition company **Ridley** in a deal valued at more than \$427 million.

The deal is Nicholasville-based Alltech's eighth acquisition since 2011 and the largest by far. The combined companies will have annual revenues topping \$1.6 billion.

Ridley, which primarily serves customers in the United States and Canada, employs more than 700 in the manufacture, sales and marketing of animal feeds, premixes, feed supplements, block supplements, health products and feed ingredients. Customers include livestock, poultry, equine breeders and growers who produce meat, milk and egg products that are processed into consumer food products. Ridley's products are sold to producers by direct sales or through distributor and dealer channels.

The acquisition increases Alltech's number of production facilities from 48 to 77. All the facilities will be antibiotic-free, an issue that is becoming increasingly important in the commercial global food chain. The combined company will have a presence in over 128 countries and 4,200 employees worldwide. Alltech has more than doubled its sales in the last three years and is on target to achieve \$4 billion in sales in the next few years.



Alltech's global headquarters in Nicholasville.

## STATE: INNOVATION NETWORK HONORED FOR SUPPORT OF KY SMALL BUSINESSES

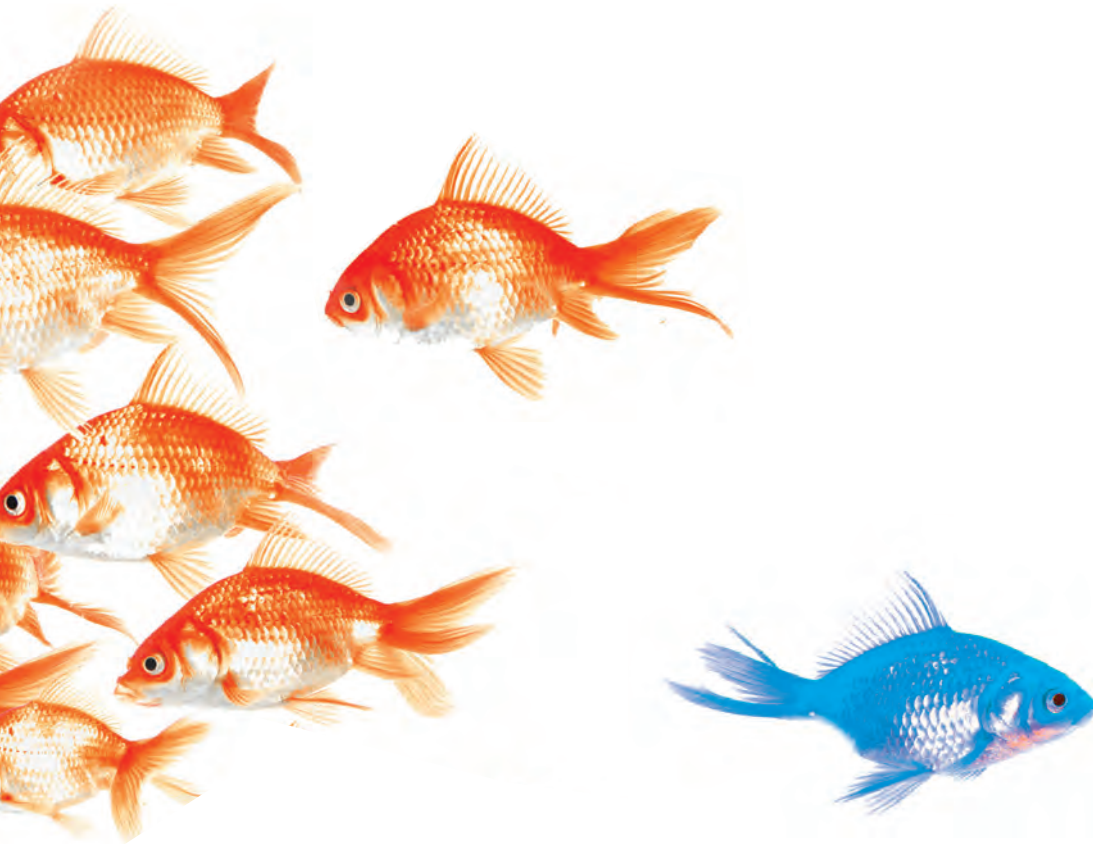
**T**HE Kentucky Cabinet for Economic Development's **Kentucky Innovation Network** has been awarded the Achievement in Innovation Hubs Award by **Business Facilities** magazine. The award is presented to the nation's top organizations and programs that exhibit consistent excellence in the development of innovation hubs and support of entrepreneurs.

A statewide network of 13 offices, the Kentucky Innovation Network helps entrepreneurs at any stage – whether it is just starting with an idea or having an established business – and works with them to plan, build and launch their business.

One of the first state programs to create a network of business leaders and mentors to support new and existing businesses, the Innovation Network, along with the Cabinet's Office of Entrepreneurship, assisted more than 2,000 small businesses last year.

The *Business Facilities* award is the latest in a string of honors Kentucky has received for its support of small businesses. Last year, the State Entrepreneurship Index ranked Kentucky fourth in the country for its ability to create businesses, a leap of 45 places from its ranking of 49th in 2013. The **Kauffman Foundation** and **Thumbtack.com** gave Kentucky an "A" rating for small business friendliness, making Kentucky the most improved state in the rankings.

The state has received additional recognition for its **Kentucky Angel Investors Network**, which brings together investors and entrepreneurs to broker deals, and the **Kentucky Export Initiative**, which focuses on helping businesses export their products around the world.



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# FAST LANE

## BUSINESS BRIEFS

### HARDIN COUNTY

■ **Boundary Oak Distillery**, a craft distillery that launched its first product in May 2014, is expanding its operations into nearby Radcliff. According to WDRB-TV, the young company plans to renovate the 12,000-s.f. facility that was previously home to the **Challenger Education Center**. The renovated space will serve as the company's second manufacturing and bottling plant and will house a 500-gallon still and five fermentation vats. Boundary Oak will continue to operate in unincorporated Hardin County, where it has a 125-gallon still and two fermentation vats. Boundary Oak owner Brent Goodin hopes to eventually get the distillery listed as a stop on the **Kentucky Bourbon Trail**, which has seen explosive growth in tourism interest over the past several years.

### HIGHLAND HEIGHTS

■ **General Cable Corp.** has sold its interests in joint ventures in Fiji (**Dominion Wire and Cables**) and China (**Keystone Electric Wire and Cable**) for \$21 million. The sales are part of the Highland Heights-based company's plan to simplify its geographic portfolio and reduce organizational complexity by exiting all manufacturing operations in Asia Pacific and Africa. "This announcement builds on the momentum generated at the end of 2014 with the previously announced sale of our interest in the Philippines for \$67 million," said General Cable President and CEO Gregory B. Kenny. "We are focused on the continued execution of the divestiture program as well as our restructuring program, which is centered on improving profitability and returns in our core operations in North America, Latin America and Europe." The Fortune 500 company is a global leader in the wire and cable products industry.



### LEXINGTON

■ St. Louis-based **Provision Living LLC** has announced plans to build an \$18 million, 86,000-s.f. senior living community in Lexington. Provision Living at Beaumont Centre will feature 93 private assisted-living apartments, 26 of which will be dedicated to memory care. The community is the first in Kentucky for Provision Living, which operates 38 independent-living, assisted-living and memory-care communities throughout the Midwest and Southeast.

■ A Los Angeles-based company is moving forward with plans to build a movie theater near Rupp Arena in downtown Lexington. **Krikorian Premier Theatres'** plans call for a 12-screen theater with stadium seating that will also feature a 100-foot-wide screen for movies presented in a format similar to IMAX. The complex will also include a 16-lane luxury bowling center; a 200-seat sports bar with a 70-foot-wide screen; a food court offering pizzas, coffee and specialty pastries and desserts; and a full-service restaurant, in addition to in-seat dining for the 12 theaters. The complex will be connected to a parking garage, which will also house a laser tag course and party rooms.

■ **Keeneland's** spring and fall race meets, along with four globally renowned Thoroughbred sales, generated a \$590 million economic impact for Lexington and Fayette County in 2014, according to the findings of an economic impact study conducted by the University of Kentucky's Center for Business and Economic Research, Gatton College of Business and Economics, in conjunction with Keeneland. In 2015, Keeneland will also host the Breeders' Cup World Championships in addition to its regular meets and sales, further increasing its economic impact.



Keeneland photo

## COVINGTON: FORMER CITY HALL BEING CONVERTED INTO \$21M LUXURY HOTEL

**T**HE Salyers Group, a Covington-based business and real estate investment company, is partnering with the **Aparium Hotel Group** of Chicago on a \$21.5 million project to renovate the former Coppin's department store in downtown Covington and turn it into a luxury boutique hotel.

Guy van Rooyen, president of The Salyers Group, said the project will rehabilitate the seven-story structure at 638 Madison Ave. – Covington's first "skyscraper" – which was constructed in 1908. The design will blend the historical and architectural uniqueness of the structure with the modern-day amenities of a luxury hotel and will include 114 rooms along with a restaurant, bar and patio.

Coppin's closed in 1977 and in 1984 was acquired by the City of Covington, which purchased the building for \$1.5 million and renovated it for use as city hall. City hall was relocated to another location in 2013.

van Rooyen said he sees the hotel as a complement to the existing wedding venues that have long been established in downtown Covington. The Salyers Group operates **The Madison Event Center**, a popular banquet and reception facility that has one of its reception centers directly across the street from the hotel site, and **Donna Salyers' Fabulous-Bridal** and **Donna Salyers' Fabulous-Furs**. The company's two event centers – located at 700 Madison Ave. and 740 Madison Ave. – attract more than 90,000 people and 500 events to Covington each year, according to van Rooyen.



This building in downtown Covington, constructed in 1908, is undergoing a \$21.5 million renovation to convert it into a luxury boutique hotel.

## STATE: NEW LOCAL ENERGY DISTRICTS CAN FINANCE 100% OF GREEN PROJECTS

**A** new law signed into effect this spring provides commercial and industrial property owners with attractive financing options to increase the energy efficiency of their properties.

House Bill 100 authorizes local governments to establish **Energy Project Assessment Districts (EPADs)**, an innovative financing option for energy-efficiency upgrades, on-site renewable energy projects and water conservation measures.

EPAD jurisdictions allow property owners of all types of commercial and industrial properties to arrange funding through local governments for 100 percent of the energy improvement project's costs. Payment is made by property owners with a voluntary assessment on the property tax bill over a term of up to 20 years. The tax stays with the property even if there is a sale or transfer. Participation is voluntary and no tax assessment is made unless the landowner voluntarily initiates financing of a project.

"Businesses seeking any number of energy-related building improvements – from heating and cooling equipment, high-efficiency lighting, building automation systems and water efficiency improvements – can complete this work with no net out-of-pocket expenses," said Jeremy Faust, strategic business development director of the **Greater Cincinnati Energy Alliance**. "With the energy savings from these projects, most property owners will realize immediate positive cash flow."



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## BUSINESS BRIEFS

### LEXINGTON

■ The **Lexington Downtown Development Authority** has announced that for the first time in the city's history, recently completed and ongoing investment in downtown areas has reached the \$1 billion level. Major contributors to growth in 2014 include campus capital expansions at the **University of Kentucky**, **Transylvania University** and **Bluegrass Community Technical College-Newtown Pike** campus, infill residential projects, and the \$41 million 21c Museum Hotel now under construction in the historic First National Building. In addition, downtown has added more than 25 new dining or bar establishments since 2013, bringing the new total to 172.

### LONDON

■ The U.S. Department of Agriculture has approved a \$1.8 million loan for **Kentucky Dairy Product Innovations**, a London-based beverage company that will become the first U.S. producer of low-calorie, lactose-free skim milk. The funding will enable KYDPI to lease-purchase a 12,000-s.f. production facility in the London-Laurel County Industrial Park and hire up to 20 employees to support the operation. KYDPI's product is also being used to produce a new carbonated and flavored dairy product called **Fizza** that has been approved for sale at middle and high schools across the country.



### LOUISVILLE

■ **Coca-Cola Consolidated**, the nation's largest independent Coca-Cola bottler, has invested more than \$12 million to renovate and expand a vacant warehouse in southwest Louisville that will serve as a sales and distribution center. The company has added 100,000 s.f. to the structure to create a 305,000-s.f. facility that will serve a 21-county area and is also opening a new center that will handle deployment and refurbishing of vending and other sales equipment. The company currently has 350 employees working in the Louisville franchise territory.

■ **CRST International Inc.**, one of the nation's largest privately held transportation companies, has acquired Louisville-based **Pegasus Transportation Inc.** for an undisclosed sum. Founded in 1988, Pegasus is a leading provider of regional

truckload services, with a focus on the high-security, temperature-sensitive, health sciences sector and the critical, just-in-time automotive industry. The acquisition is part of an aggressive growth strategy on the part of CRST, which currently has more than 7,000 employees and revenues of more than \$1.5 billion. Within the past two years, CRST has acquired **Specialized Transportation Inc.**, **Allied Special Products** (the specialized division of **North American Van Lines**) and **BESL Transfer Co.**

■ Louisville-based **Papa John's International** has launched a new digital solution that provides a secure way for customers to split the check on any mobile or online order. Bob Kraut, chief marketing officer for Papa John's, said **PayShare** will change the mindset of customers as they "begin to think less of a \$20 order and see it as more of a \$5 meal." PayShare is powered by **Venmo**, a popular mobile-payment app. The service is free when customers use their bank account, Venmo account or major debit card but a small fee will apply when using a credit card.



■ **Computershare Inc.** has opened a \$12 million facility in downtown Louisville that will create up to 250 new jobs ranging from call center and operations staff to recruitment, human resources and management positions. The Australia-based company, which specializes in financial services and investor communications, first entered the U.S. market in 2000 and now employs more than 4,000 people across the country.

■ A team of **University of Louisville** Health Science Center researchers is one of only three in the United States to receive a Research Evaluation and Commercialization Hub (REACH) grant by the **National Institutes of Health**. The \$3 million grant will combine with matching funds from the university to create a new \$6.1 million initiative to commercialize discoveries made by university researchers.



Charles Mahlinger photo

*The new International Bluegrass Music Center will be built in the heart of Owensboro's waterfront park on the Ohio River.*

## OWENSBORO: PLANS MOVING FORWARD FOR NEW BLUEGRASS MUSIC MUSEUM

CONSTRUCTION plans are moving forward on the new **International Bluegrass Music Center** in Owensboro, thanks to a partnership between the city and state that provides the \$5 million needed to get the project started.

Owensboro had been responsible for providing city matching funds for a federal allocation supporting the Owensboro riverfront. Instead, the Kentucky Transportation Cabinet will invest available state matching funds for a portion of the city's responsibility for that federal allocation. The move allows Owensboro to invest those millions in city funds in the International Bluegrass Music Center, completing the funding for \$15 million project.

"This partnership is really about the most efficient use of available money for the greatest impact for the community," said Gov. Steve Beshear. "The state has played a big role in the riverfront, from donating a former state office building to assisting with design and construction to supporting the resulting downtown development. Providing these matching funds continues that work, and creates the added opportunity for the city to invest in a signature museum for the region."

The new International Bluegrass Music Center will be built on the site of the old state office building, which was demolished this past year as part of the riverfront rehabilitation. The site is in the heart of the city's waterfront park on the Ohio River, next to two new hotels and a new convention center.

Plans for the new music center include doubling the square footage of the current facility, with a 500-seat concert hall, a 2,000-seat outdoor concert area, a research library, teaching rooms, and a rooftop restaurant overlooking the river.

Construction is expected to begin on the International Bluegrass Music Center this year, with completion targeted for 2017.

## Submissions Welcome

To submit news and photographs for publication in Fast Lane, please send via e-mail to [editorial@lanereport.com](mailto:editorial@lanereport.com) or mail information to: The Lane Report, 201 East Main Street, 14th Floor, Lexington, KY 40507-2003.

Color photographs are preferred, either in standard form or digital. For digital photographs, a resolution of 300 dpi is required, formatted in either jpeg or tif.

# WHY NOT P3 KY?

PUBLIC  
PRIVATE  
PARTNERSHIP

## Western Kentucky University Department of Engineering and The Industrial Partnership Program

WKU prepares students to be competent engineering practitioners by combining traditional coursework with extensive involvement in meaningful projects at every level of their college career. Industrial partners are visionary companies who facilitate this in many ways: with showcases of their work, with student employment before and after graduation, with faculty-led industrial research, and with industrial problems for courses and senior design projects.

The vision in establishing the WKU Engineering Industrial Partnership was to provide WKU's engineering students with greater access to real-life problem solving opportunities in the local manufacturing companies throughout Bowling Green and the surrounding counties. This Industrial Partnership provides a tangible way to build and grow the necessary relationships between WKU's Engineering Department and local manufacturers as we contribute to the development of highly qualified engineers.

Thanks to Logan Aluminum for providing the initial funding for our WKU Engineering Industrial Partnership. We are excited about our current partners and the future growth of our program. To learn more, visit [wku.edu/engineering](http://wku.edu/engineering).



*"As industrial partners, we have the opportunity to help the engineering program thrive and to produce highly qualified graduates to fill our employment needs. The opportunity to work side by side with some of the most promising engineering students in the region translates into great value for our companies in improving the quality of our workforce as well as improving the retention of engineers as future full time employees."*

– Randy Schumaker, President  
Logan Aluminum





## BUSINESS BRIEFS

### MAYSVILLE

■ **Regal Beloit Corp.** is now the new owner the **Emerson Industrial Automation Maysville** plant as part of a \$1.4 billion deal in which the Wisconsin-based company acquired the power transmissions solutions business of Missouri-based **Emerson Electric Co.** The Emerson PTS unit manufactures, sells and services bearings, couplings, gearing, drive components and conveyor systems under brands that include **Browning, Jaure, Kop-Flex, McGill, Morse, Rollway, SealMaster** and **System Plast**. According to the *Maysville Ledger Independent*, the Maysville plant currently employs 100 office workers. Manufacturing operations at two Maysville locations ended in 2013.

### MOREHEAD

■ Wireless solutions provider **Rajant Corp.** is investing \$762,000 to establish a facility in Morehead that will bring 28 new jobs to the community. The Pennsylvania-based company plans to partner with **Morehead State University** on a project to combine its radio-meshing technology with MSU's state-of-the-art microsatellite (CubeSat) technology. Together, they will work to create wireless networks in space that will have significant commercial and military applications. The company's networks are currently used by military, first responders and homeland security, as well as private industries such as mining, transportation and telecommunications.



### MOUNT STERLING

■ **Data Dimensions** has opened a new facility in Mount Sterling to handle document imaging and document workflow processes. The Wisconsin-based company invested more than \$3 million to renovate an 11,000-s.f. space that formerly housed a pharmacy. The facility currently employs 15 people working a single shift, but the company expects multiple shifts to be operating at the data-processing center within the next year and plans to add up to 200 jobs. By the end of 2016, Data Dimensions will be managing more than 110 million images at the Mount Sterling center.

### MUHLBERG COUNTY

■ **StrikerBilt**, a company that manufactures equipment used to produce railroad ties, is investing \$1.5 million to expand its operations in western Kentucky. The company plans to move from its current facility in Central City to a 54,000-s.f. facility in Greenville. The expansion will add 10 jobs.

### MURRAY

■ **Watch Inc.**, a nonprofit organization that provides vocational rehabilitation, job training and community-based employment opportunities for developmentally disabled adults in the Calloway County area, has received an \$182,000 community development block grant that will be used to build a new 1,000-s.f. work facility and renovate its existing Murray center. Approximately 50 disabled individuals are currently assisted by Watch Inc., but workplace limitations have prevented the organization from taking on additional participants.

### PARIS

■ **Paris Machining LLC**, a precision machining company that specializes in high-volume products, is investing \$4.2 million to expand its operations in Paris. One of the clients Paris Machining serves is doubling its capacity, which will require Paris to purchase new equipment and hire up to 30 more employees to meet the demand. Paris plans to add 16,000 s.f. to its existing 26,000-s.f. facility in order to accommodate the expansion. Paris Machining was established in Bourbon County in 2010 and has since grown from two employees to a workforce of 44. The company ships products through the United States as well as to Mexico, Brazil, China, Australia and India.

### SIMPSONVILLE

■ Less than nine months after its original opening, construction began in early April on the second phase of **The Outlet Shoppes of the Bluegrass** in Simpsonville. The 53,400-s.f. expansion is scheduled to be complete in November and will make room for eight new retailers, including **H&M, Abercrombie & Fitch, The Limited Outlet** and **Johnny Rockets**. The retail center, located directly off I-64 between Louisville and Lexington, currently houses more than 90 well-known brand-name stores, including Nike, Coach, Tumi, Michael Kors, Gucci, Saks Fifth Avenue OFF 5TH, GAP, Oakley, Carter's, Oshkosh and Kate Spade. The Outlet Shoppes of the Bluegrass is a joint venture of **CBL & Associates Properties Inc.** and **Horizon Group Properties Inc.**

## STATE: KY PUTTING ITS MANAGED CARE MEDICAID CONTRACTS UP FOR REBIDDING

KENTUCKY has issued a request for proposals from managed care organizations to coordinate the state's healthcare services that serve more than 1.1 million Medicaid patients. The current contracts with **Anthem, Aetna (Coventry Cares), Humana (CareSource), Passport** and **Wellcare** will expire June 30, 2015. Statewide contracts will be awarded to multiple MCOs for a one-year period with four, one-year renewal options.



"After four years, the Medicaid Managed Care Program is no longer in its infancy," said Cabinet for Health and Family Services Secretary Audrey Tayse Haynes. "However, after several years of experience, we determined it was time to retool, rebid and strengthen the contracts to appropriately address concerns expressed by advocates and healthcare providers."

According to the state, the new contracts will put standardized processes in place to help healthcare providers by improving administrative processes; increase oversight in numerous areas, including appropriate denial of claims; include incentives to decrease the overutilization of emergency rooms; encourage MCOs to assist in the continued expansion of behavioral health services; and incentivize the MCOs to continue to improve health outcomes for Medicaid members.

## STATE: KY MATCHING FUNDS PROGRAM AWARDS \$1M TO 6 INNOVATION FIRMS

SIX high-tech companies have been awarded a total of \$1 million in funding as part of a program to support and attract technology-based small businesses to Kentucky.

The companies are receiving funding through the state's competitive Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) matching funds program. Kentucky's program matches all or part of federal SBIR-STTR awards received by Kentucky-based companies – up to \$150,000 for Phase I grants and up to \$500,000 per year for two years for Phase II funding. It also provides a match to out-of-state companies if they are willing to relocate to the commonwealth.

The companies receiving awards include:

- **BioTechnologies Inc.** (Oldham County) is working to develop improved cancer-fighting oral drugs.
- **Amelgo LLC** (Kenton County) is working on a non-antibiotic therapeutic to help treat and prevent mastitis in dairy cows, greatly reducing the need for prophylactic antibiotic use and thereby decreasing the exposure and dangers to consumers, cows and dairy workers.
- **Bert Thin Films LLC** (Jefferson County) is creating cost-saving copper-based ink to replace the silver metallization pastes used in silicon solar cells.
- **Mosquito Mate Inc.** (Fayette County) is developing a new method of mosquito control to combat mosquito-borne diseases. Male mosquitoes, which do not bite or transmit disease, are infected with a larvicide, which they will carry back to breeding sites.
- **Nanowise LLC** (Fayette County) is developing new technology and materials for lithium batteries with applications that include military equipment, power tools and medical gear.
- **Okeanos Technologies LLC** (Boone County) is commercializing a new type of desalination technology. It will start mass producing a cartridge that will desalinate water at a commercially relevant water flow.

## LOUISVILLE: BACARDI LTD. BUYS ANGEL'S SHARE TO ENTER BOURBON MARKET

**B**ACARDI Limited, the world's largest privately held spirits company, has acquired Louisville-based **Angel's Share Brands**, including its subsidiary **Louisville Distilling Co.** and the **Angel's Envy** brand.

The deal marks Bacardi's entry into the growing bourbon category.

Angel's Envy will continue as a standalone operation, meaning the business structure, employee base, production, distribution, commercial and marketing activities will remain unchanged. Angel's Envy's new distillery and brand experience center in downtown Louisville is planned for a 2016 opening and will showcase the tradition of Kentucky bourbon-making. **Angel's Envy Port Finished Bourbon**, the flagship brand, is one of the top 10 fastest growing super-premium bourbons in the United States.

Financial terms of the transaction, which closed on March 27, have not been disclosed.



*Angel's Envy was created by the late Master Distiller Lincoln Henderson, one of the original pioneers of the premium bourbon and whiskey categories in the U.S. and an inaugural member of the Bourbon Hall of Fame. The brand is hand-blended in small batches of eight to 12 barrels.*

## BUSINESS BRIEFS

### WALTON

■ **Zotefoams Inc.**, a global leader in the production of cross-linked block forms, is investing nearly \$22 million to add 53,000-s.f. to its manufacturing capabilities at its North American headquarters in Walton. Zotefoams' cross-linked block foams are used in a wide range of markets, including sports and leisure, packaging, transport, health care, toys, building, marine and the military. The expansion will create 25 new jobs.

### STATE

■ **Gov. Steve Beshear** traveled to Asia in April to showcase Kentucky's business-friendly climate and strengthen existing ties with Asian companies already operating in the commonwealth. (More than 170 Asian facilities are currently operating in the state and employ some 40,000 Kentuckians.) Beshear, who was accompanied by executive staff from the Kentucky Cabinet for Economic Development, met with industry and government officials in Taiwan, Singapore and Japan.



Leslie Vincent

■ The **Kentucky Horsemen's Benevolent and Protective Association**, **Keeneland Racecourse** and **Churchill Downs Racetrack** have joined in a partnership designed to generate funds for the work of the **Thoroughbred Aftercare Alliance**, a nonprofit organization that serves as both an accrediting body for facilities that care for Thoroughbreds at the conclusion of their racing careers and a fundraising engine to support aftercare facilities approved by the alliance. The agreement calls for HBPA member owners to contribute \$5 to the TAA for each of their horses that start in races at the two tracks. Churchill and Keeneland then match each contribution generated in their respective races.

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# INTERSTATE LANE

Business news from Indiana, Ohio, Tennessee and West Virginia

## BUSINESS BRIEFS

### INDIANA

■ **Samtec Inc.**, a New Albany, Ind., electronics company, is consolidating two of its manufacturing operations at a new 70,000-s.f. facility the company is building in Scottsburg, Ind., adjacent to the Mid-America Science Park. The project will create 300 new jobs.

■ **American Stair Corp.**, a manufacturer of steel stairs and railings, has relocated its Romeoville, Ill., operations to Hammond, Ind., where it has invested nearly \$3 million to purchase, renovate and equip a 60,000-s.f. facility and add another 12,000 s.f. of production space. With its new Indiana operations, the company will consolidate all fabrication into one facility. The move will create up to 180 new jobs by 2018.

■ The Purdue Research Foundation board of directors has approved construction of a \$50 million, 62,000-s.f. **Indiana Manufacturing Institute**, where **Purdue University** researchers will expand research of composite materials manufacturing. Composite materials are used to make lighter-weight cars, aircraft, wind turbines and natural gas storage tanks, among other products. The new institute is slated to open in 2016 and is part of a \$259 million five-year national initiative called the Institute for Advanced Composites Manufacturing Innovation.



### OHIO

■ **Intelliigrated Inc.**, a company that designs, produces and installs material handling automation services, is expanding its Mason, Ohio, headquarters to add more room for its engineering and research and development operations. The company plans to hire nearly 240 additional employees.

■ **Mitsubishi Electric Automotive America Inc.** has launched an \$80 million expansion of its factory in Mason, Ohio. The larger facility will provide space for additional equipment to produce alternators and starter motors, enabling the company to meet its customers' increasing production needs. The expansion is expected to be complete by November and will add 100 new jobs to the current 450-member workforce.

### TENNESSEE

■ **Pure Foods Inc.**, a company that produces healthy snack foods, has selected Kingsport, Tenn., as its U.S. headquarters and manufacturing operations. The new facility will enable the company to move forward with a patented dehydration technology that will integrate fresh vegetables and fruits into sheeted tortilla-style snacks, extruded products and other snack foods. The announcement represents an investment of \$22 million and the creation of 273 new jobs for the east Tennessee community.

■ **Hicks Plastics** is investing \$10.4 million to open a new manufacturing facility in Knoxville to be closer to **SL Tennessee**, a company that produces head lamps and tail lamps for the automotive market. Hicks will hire approximately 200 people for the Knoxville location, which will produce lighting components for various **GM** vehicles. Hicks expects the location to be operational by December.

■ **Fred's Inc.**, a Memphis-based company that operates 661 discount stores across the Southeast, has acquired Nashville-based **Reeves-Sain Drug Store Inc.** for \$66 million. The acquisition includes **EntrustRx**, a pharmacy operation licensed in all 50 states that dispenses specialty pharmaceuticals to treat complex conditions and diseases.



John F. Martin for GMC photo

## TENNESSEE: CANADIAN METAL BUSINESS TO MOVE HQ, 620 JOBS TO OAK RIDGE

**C**VMR Corp., a privately held company that produces a wide spectrum of advanced metal products, is investing \$313 million to move all of its operations – including the company's global headquarters – from Toronto, Canada, to Oak Ridge, Tenn., resulting in 620 new jobs for the east Tennessee community.

CVMR USA will refine and manufacture high-value metals and metal products directly from raw ore, scrap metals, concentrates and mattes. The workforce will be made up of approximately 120 scientists and engineers and some 400 manufacturing workers.

CVMR's Oak Ridge facility is expected to be operational by the end of May and will begin producing advanced metal materials for a variety of industries, including aerospace, energy, automotive and medical devices. The company expects to quadruple its production capacity at the site over the next three years and plans to begin construction of an additional facility in June 2015.



CVMR Corp cited the proximity to the Oak Ridge National Laboratories, pictured here, as one of the primary factors in its decision to move its operations from Canada to Tennessee.

## INDIANA: GEOFEEDIA EXPANSION WILL ADD UP TO 336 JOBS IN INDIANAPOLIS

**G**EOFEEDIA Inc., a location-based social media monitoring platform, has announced plans to expand its operations in Indianapolis, creating up to 336 new jobs by 2020.

The Chicago-based company is investing \$2.9 million to lease and equip a 9,200-s.f. office in downtown Indianapolis. Geofeedia plans to develop the Indianapolis location into its largest corporate office, which will focus on developing predictive software technology used by consumer brands, media organizations and public safety agencies.

Founded in 2011, Geofeedia gathers data across multiple social media sources in real time. Using predictive algorithms, the company's platform has been used at major events such as the recent NCAA Men's Basketball Final Four and the 2012 London Olympics, as well as by public safety agencies in Los Angeles, Cleveland and Detroit.

Geofeedia currently employs 44 full-time associates between its Indianapolis, Chicago and Naples, Fla., offices, including 20 in Indiana. The company has begun hiring for business development, marketing, sales and software development positions in the state.

"With the many top-notch colleges nearby and the recent successful IPOs and acquisitions within the city's tech sector, a strong technology talent pool has emerged in Indianapolis," said Phil Harris, co-founder and chief executive officer of Geofeedia. "We expect to build an exceptional team here to help grow the business as we develop our solution and enter new markets."

## WHAT SHOULD CONGRESS DO ABOUT THE ACA?

According to the results of a recent Kaiser Family Foundation poll, the public continues to be divided about what they would like to see Congress do next regarding the Affordable Care Act (ACA), with significant differences in opinions when broken down by political party affiliation.

### WHAT WOULD YOU LIKE TO SEE CONGRESS DO WHEN IT COMES TO THE HEALTHCARE LAW?

Expand what the law does

Move forward with implementing the law as it is

Scale back what the law does

Repeal the entire law

Total



By Political Party ID

Democrats



Independents



Republicans



Source: Kaiser Health Tracking Poll

## REAL ESTATE TRENDS 2015

According to the latest American Express Spending & Saving Tracker, 12 percent of the American population plans to move this year, down from 16 percent in 2014. Overall, the survey findings reflect the housing market's continued recovery. Fewer people say it's a buyer's market, while a quarter now feel we're in a seller's market, a significant increase from just three years ago.

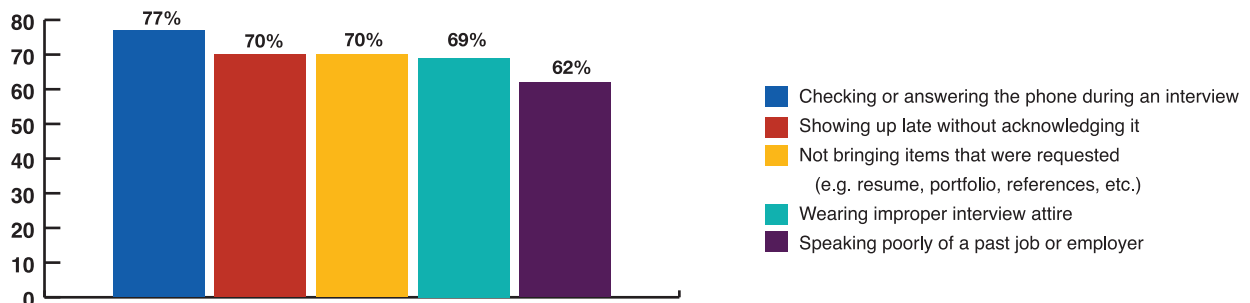
Year	It's a Buyer's Market	It's a Seller's Market
2015	37%	25%
2014	39%	20%
2013	45%	12%

Source: American Express

## INTERVIEW INSIGHTS

The interview process is critical to making the right hiring decisions for a company. So a recent study conducted by a staffing service asked 400 advertising and marketing executives at companies with 100 or more employees what behaviors they considered to be "deal-breakers" in the interview process.

### TOP 5 INTERVIEW DEAL BREAKERS\*



\*Multiple responses were permitted. The top response are shown here.

Source: Robert Half International



# CORPORATE MOVES

New leadership for Kentucky businesses

## BANKING/FINANCE

■ Lexington-based Central Bank has announced the following appointments: **Elizabeth Johns** – vice president, personal trust officer; **R. Scott King** – vice president, senior portfolio manager; **Jeanie Gammon** – vice president, mortgage lending (Jefferson County); **Ashley Weir** – vice president, mortgage lending (Georgetown); **Joshua Lehman** – assistant vice president, commercial lending officer (Turfway/Northern Kentucky).



Elizabeth Johns



Scott King



Jeanie Gammon



Ashley Weir



Joshua Lehman

■ Independence Bank has named **Greg Burton** as president of its Franklin County market.

■ **Melissa Asfahl-Robich** has been named vice president and senior portfolio manager for First Kentucky Trust Co. in Louisville. **Nicholas A. Volk** has been named vice president and fiduciary officer.



Melissa Asfahl-Robich



Nicholas Volk

## EDUCATION

■ **Dale Scalise-Smith** has been named dean of the Northern Kentucky University College of Health Professions.



Dale Scalise-Smith

■ **Steve Lochmueller** has been named athletic director at Eastern Kentucky University.

■ **G. Devin Stephenson** has been named president of Big Sandy Community and Tech-

nical College.

■ **Leslie Vincent** is the new director of the master's of business administration program at Eastern Kentucky University.



Leslie Vincent

■ **Brigitte Blom Ramsey** has been named executive director of the Prichard Committee for Academic Excellence.

## EQUINE

■ **Joe Clabes** has been named executive director of the Kentucky Equine Education Project.

## GOVERNMENT

■ **John R. Steffen** has been named executive director of the Kentucky Registry of Election Finance.

■ **Sharmili Reddy** has been named as the new city administrator for the City of Fort Mitchell.

## HEALTHCARE

■ Dr. **Mark V. Williams** has been named chief transformation and learning officer for UK HealthCare. Williams and Dr. **Bernie Boulanger** will also serve as co-directors of the newly created Office for Value and Innovation in Healthcare Delivery.



Mark Williams

■ **Cori Doyle** has been named marketing coordinator for the Waldman Schantz Plastic Surgery Center in Lexington.



Cori Doyle

## LEGAL

■ **Angela C. Evans** and **Jacob C. Walbourn** have joined the Lexington office of McBrayer, McGinnis, Leslie & Kirkland PLLC.

## TECHNOLOGY

■ **Bryan Pryor** has been promoted to vice president of sales and marketing for Lexington-based Integrity IT.

## TOURISM

■ **Matthew Colin Bailey** has been named park manager at My Old Kentucky Home State Park in Bardstown.

## DEPARTURES

■ Kentucky Education Commissioner **Terry Holliday** has announced that he will retire effective Aug. 31. He has served as commissioner since July 2009.



Terry Holliday

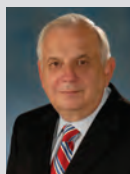
■ **Jim Glynn**, president and chief executive officer of Amerita, a wholly owned subsidiary of Louisville-based PharMerica Corp., has announced that he will retire effective July 3, 2015.



James Hurley

■ **James Hurley** has resigned as president of the University of Pikeville.

■ **John Sauk** has announced that he will step down as dean of the University of Louisville School of Dentistry at the end of 2015. Sauk, who has served in the position since 2007, will rejoin the faculty as a professor in the department of surgical and hospital dentistry.



John Sauk

## UTILITIES

■ **Dennis L. Cannon** has been elected president and chief executive officer of Jackson Purchase Energy Corp., a Touchstone Energy Cooperative headquartered in Paducah.



Dennis Cannon

## OTHER

■ **Danny L. Gray** has been named executive vice president, governmental and environmental affairs for Charah Inc., a Louisville company that serves the coal-fired electric utility industry.



Danny Gray

■ **David Bergstein** has been named communications director for the Kentucky Democratic Party.

## Champions For Hope Grand Finale

Saturday, May 30th  
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Cocktail hour & silent auction 6pm  
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# ON THE BOARDS

Kentuckians named to organizational leadership roles

## AMERICAN HOSPITAL ASSOCIATION

■ **Vicki A. Darnell**, president and CEO of Ephraim McDowell Health in Danville, has been elected to serve on the American Hospital Association regional policy board 3. Regional policy board 3 represents the District of Columbia, Delaware, Kentucky, Maryland, North Carolina, Virginia and West Virginia



Vicki Darnell

## COMMISSION ON SMALL BUSINESS ADVOCACY

■ **Herbert L. McKee** and **Earl F. Hamm Jr.** have been named to Kentucky's Commission on Small Business Advocacy. McKee, of Henderson, is a self-employed consultant. Hamm, of Louisville, is an attorney with Hamm & Associates PLLC.

## COMMUNITY DEPOSITORY INSTITUTIONS ADVISORY COUNCIL

■ **Elizabeth G. McCoy** and **Carolyn "Betsy" Flynn** have been appointed to the St. Louis Fed's Community Depository Institutions Advisory Council, which advises the Federal Reserve Bank of St. Louis on issues regarding regional credit, banking and economic conditions. McCoy is president and chief executive officer of Planters Bank Inc. of Hopkinsville. Flynn is president of and CEO of Community Financial Services in Benton.

## COUNCIL OF COLLEGES & UNIVERSITIES OF THE CHRISTIAN CHURCH

■ Midway College President **John P. Marsden** has been elected secretary of The Council of Colleges & Universities of the Christian Church.

## EDUCATION COMMISSION OF THE STATES

■ Gov. Steve Beshear has appointed **Constantine William Curris** as a member of the Education Commission of the States. Curris is president emeritus of the American Association of State Colleges and Universities.

## GATEWAY COMMUNITY AND TECHNICAL COLLEGE FOUNDATION

■ **Michael Cason**, **Maryanne McGowan**, **Kenneth Paul** and **Lori Ritchey-Baldwin** have been elected to the board of directors of the Gateway Community and Technical College Foundation. Cason is vice president, senior relationship manager for PNC Bank. McGowan is a strategy and implementation manager for Duke Energy. Paul is a communications consultant and retired executive of Cincinnati Bell. Ritchey-Baldwin is chief financial officer for St. Elizabeth Healthcare.

## HEALTH ENTERPRISES NETWORK

■ **Thomas A. Hoy** has been appointed to the 2015 Health Enterprises Network executive committee, where he will serve as vice chair of the health policy forum. Hoy is a partner in Dinsmore's Louisville office, where he is a member of the law firm's corporate department.

## HOTEL BROKERS INTERNATIONAL

■ **Brandt Niehaus** has been elected to the 2015-2016 board of directors of Hotel Brokers

International. Niehaus is president and principal broker of Huff, Niehaus & Associates Inc., a full-service hotel real estate brokerage located in Louisville.

## JAMES GRAHAM BROWN CANCER CENTER

■ **Christina Durham** and **Michael Faurest** have been elected to the Regional Cancer Center Corp. for the University of Louisville James Graham Brown Cancer Center. Durham is vice president and chief operations officer for NetTango Inc. Faurest is a principal with Brown Faurest, a financial planning organization.



Christina Durham



Michael Faurest

## KENTUCKY ASSOCIATION OF CHILDREN'S ADVOCACY CENTERS

■ **Camille Yancey** and **Brady Dunnigan** have been elected to the board of directors of the Kentucky Association of Children's Advocacy Centers. Yancey is an attorney in the Lexington law office of Stites & Harbison PLLC. Dunnigan is a partner in the Lexington law office of Dinsmore.



Brady Dunnigan

## KENTUCKY BANK

■ **Loren Carl** has been named to Kentucky Bank's Woodford County regional board of directors.



Loren Carl

## KENTUCKY COMMISSION ON WOMEN

■ Princeton Mayor **Gale Cherry** has been appointed to the Kentucky Commission on Women.

## KENTUCKY EARLY CHILDHOOD ADVISORY COUNCIL

■ **Jennifer S. Miller** and **Dreama Gentry** have been appointed to serve on the Kentucky Early Childhood Advisory Council. Miller, of Frankfort, is the director of the Head Start Collaboration Office. Gentry, of Paint Lick, is executive director of Partners for Education at Berea College.

## KENTUCKY FILM COMMISSION

■ **Quinn V. McMurtry** has been appointed to the Kentucky Film Commission. McMurtry, of Fort Wright, is director of sales and marketing for MAC Productions.

## KENTUCKY FISH AND WILDLIFE RESOURCES COMMISSION

■ **Barry Stotts**, of Columbia, has been appointed as a member of the Fish and Wildlife Resources Commission.

## KENTUCKY HEALTH CARE IMPROVEMENT AUTHORITY BOARD

■ **Regan Hunt** and **Cara L. Stewart** have been appointed to the Kentucky Health Care Improvement Authority Board. Hunt, of Louisville, is executive director for Kentucky

Voices for Health. Stewart, of Covington, is an attorney and health law fellow with the Kentucky Equal Justice Center.

## KENTUCKY LOTTERY CORP.

■ **Lisa J. Haydon**, of Springfield, has been appointed to serve on the board of directors for the Kentucky Lottery Corp.

## KENTUCKY PUBLIC SERVICE COMMISSION

■ **Daniel E. Logsdon Jr.**, of Lexington, has been named as a member of the Kentucky Public Service Commission.

## KENTUCKY REAL ESTATE APPRAISERS BOARD

■ **Dann Cann**, of Leitchfield, and **William J. Fultz**, of Richmond, have been named to the Real Estate Appraisers Board.

## KENTUCKY STATE FAIR BOARD

■ The following individuals have been named to the Kentucky State Fair Board for 2015: Gov. **Steve Beshear**, Frankfort; **Mark E. Lynn**, Louisville (chairman); **Mike Libs**, Philpot (vice chairman); Commissioner of Agriculture **James Comer**, Tompkinsville; **Nancy Cox**, Lexington; **Ann Bakhaus**, Lexington; **Jennifer Barber**, Louisville; **Ryan Bridgeman**, Louisville; **Ronald L. Carmicle**, Louisville; **James Cauley**, Louisville; **Marshall Coyle**, Owingsville; **Gib Gosser**, Somerset; **Michael J. Grisanti**, Louisville; **Lois Mateus**, Harrodsburg; **Fred Sarver**, Paris; **Thomas J. Schifano**, Louisville; **William B. Tolle**, Maysville; **Austin Hazelwood**, Frankfort; and **Jordan Stone**, Lexington.

## LOUISVILLE REGIONAL AIRPORT AUTHORITY

■ **Mary Rose Evans** has been elected vice chair of the Louisville Regional Airport authority board of directors.

## UNIVERSITY OF LOUISVILLE FOUNDATION

■ The University of Louisville Foundation has announced its board officers for 2015: Chair – **Robert Hughes**; Vice Chair – **Joyce Hagan**; Treasurer – **Ulysses "Junior" Bridgeman**; and Secretary – **Frank Weisberg**.

## WORLD TRADE CENTER KENTUCKY

■ The following individuals have been named to the board of directors of World Trade Center Kentucky: **Randy Hart**, **Daryl Snyder**, **Brad Thomas** and **Karen Trial**. Hart is CEO of Superior Battery Manufacturing Co. Snyder is senior vice president of JP Morgan Chase Bank. Thomas is associated manager for economic development for East Kentucky Power Cooperative. Trial is a corporate import/export senior manager for Hitachi Automotive Systems Americas Inc.

## YOUR COMMUNITY BANK

■ **Donald Scheer** has been elected to the board of directors of Your Community Bank, an Indiana-based bank that has 41 financial centers in Indiana and Kentucky. Scheer is a certified public accountant and a partner in the Jefferson County consulting firm of Scheer & Scheer.



Donald Scheer



# LANE ONE-ON-ONE

Kentucky's leaders express their opinions



## Steven E. Trager

Steven E. Trager has served as chairman and CEO of Louisville-based Republic Bancorp Inc. since 2012 and has served as chairman and CEO of Republic Bank & Trust Co. since 1998. After graduating with a bachelor's degree in finance from the University of Texas at Austin and a juris doctor degree from the University of Louisville Brandeis School of Law, Trager worked with the law firm of Wyatt, Tarrant & Combs before joining Republic in 1988 as general counsel. During the course of his career at Republic, Trager has helped lead the company through a complex merger and reorganization to form a consolidated and more efficient banking structure and also provided the leadership for the company's initial public offering. He has also served as chairman for the Kentucky Bankers Association and as a board member of the Federal Reserve Bank of St. Louis' Louisville branch.

## 'BANKING IS ALL ABOUT HITTING SINGLES, THERE ARE NO HOMERUNS'

CEO Steve Trager says Republic Bank's high ratings are produced by keeping assets and profits in community and focusing on local customers

BY ED LANE

**Ed Lane:** In 2009, Sandler O'Neil, the largest independent full-service investment firm, listed Republic as the 10th-best-performing bank in the United States with over \$3 billion in assets. In 2010, Freddie Mac ranked Republic Bank No. 1 out of 155 midsized banks for its servicing of mortgage loans. Since 2010, the banking business has been financially squeezed due to new bank regulations, a less-than-robust economy, and the interest rate policies of the Federal Reserve. During the past five years, how has Republic fared during this difficult banking environment?

**Steven Trager:** At Republic, we're proud of our recent years of good success. Republic doesn't judge its success quarter-by-quarter or year-by-year; we judge our success on the long run. If Republic does the right things, finds and keeps the right people to take good care of our customers, our business is good in the long run. Republic has been able to put up performance numbers that continually rank it among the top five banks in the country, and that happens by doing the right things over and over again with the right people in place. It's all about hitting singles in the banking business, and that's what we pride ourselves on: hitting a lot of singles. There are no home runs to be had.

**EL:** When and where did Republic Bank begin its initial banking business?

**ST:** Republic started in December 1982 and went public in 1998. Today Republic has \$3.8 billion in assets, 40 locations in five states – Kentucky, Indiana, Tennessee, Florida and Ohio – and almost 800 associates.

**EL:** As of June 30, 2014, Republic Bank & Trust was ranked as the seventh-largest bank in Kentucky based on share of deposits and ranked as the second-largest among banks with corporate headquarters in Kentucky. What has been the bank's business philosophy that helped achieve its growth and success?

**ST:** It's taking care of customers, one at a time. It's about having the right people in place. And it's about making it easier for customers in a very challenging banking environment. Given Republic's history of success and the fact that the bank puts its customers in the right products, maintains a strong credit quality, and achieves top performance, Republic Bank is the most certain choice in a very uncertain environment. From a size perspective, comparing Republic to other locally owned banks, by asset size our bank is now the largest Kentucky-owned bank.

**EL:** Republic's year-end net income for calendar year 2014 was up 13 percent over 2013, and fourth-quarter income was up 289 percent. How was Republic's financial performance for the three months ending March 31, 2015?

**ST:** Republic had another double-digit increase in the first quarter. During the first quarter, as during the previous four quarters, Republic had tremendous loan growth. In the year 2014, the bank had \$450 million in loan growth, and then in the first quarter it added \$100 million-plus in loans. So we've had a lot of quality loan demand. Republic has certain niche products to supplement its traditional bank products that have been very good. For example, our mortgage warehouse lending division represents a new source of loans and customers.

**EL:** The bank makes contracts with mortgage brokers, and they take down the loans as they need them?

**ST:** That's correct. We fund the loan at closing for the borrower (a mortgage broker) and then the mortgage broker sells the loan and pays Republic off. The average outstanding loan is 20 days.

**EL:** What are your expectations regarding Kentucky's business environment for the balance of 2015?

**ST:** It's a slow but steady economy. Clearly things are better. We've experienced a nice jump in business; I think some of that's the result of the economy being on more firm footing, and some of that's the result of Republic filling a nice little niche. Republic isn't a small bank anymore; we're a community-based bank. People find that we're able to respond quickly, unlike perhaps a larger bank, and then we offer products and services that are as technologically advanced and as forward-looking as any large bank can do, and that a small bank might find more challenging.

**EL:** Kentucky's current 5.1 percent unemployment rate is the lowest since June 2001. Do you anticipate that lower unemployment will have a significant impact on Republic's revenue growth and profitability?

**ST:** Low unemployment is clearly a sign of positive momentum in the economy. In Kentucky, it seems to me, it's about developing the workforce to fill quality jobs. It's about training enough workers to fill these quality jobs. For Republic to be successful, it's got to recruit special people, and they don't just fall off trees. We look for people who care, have a passion, are willing to work hard and be available for our customers seven days a week. You need a work ethic to work for Republic

and to be able to take care of our customers. For people like that, Republic Bank always has job opportunities. We demand a lot, but in turn we're able to do some things for our associates that other employers might not do.

**EL: The Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 was passed by Congress four years ago in response to the financial crisis of 2007-2008. The legislative and regulatory text of Dodd-Frank is now more than 20,000 pages. Sixty percent of the rules are yet to be finalized. What impact has the Dodd-Frank Act had on Republic Bank's recent operations and bottom line?**

**ST:** It's a very challenging environment. Dodd-Frank is a piece of it; the constant regulation is a piece of it. The wide latitude and discretion that regulators have to evaluate and scrutinize everything banks do is challenging. The good news is, Republic is equipped to help our customers through that as well as, or better than, anybody, because we have people who do whatever it takes to serve our customers. But it is challenging, and customers see the brunt of the regulations. Customers see it everywhere, no matter what

bank they go to. What is most challenging for me is that in order for our bank to be successful, management has to give community bankers in our branches the opportunity to exercise judgment and make decisions to help and serve customers. The current regulatory environment makes it more and more difficult to do that.

**EL: Are regional and local banks being overregulated, and would Republic Bank favor substantial changes to Dodd-Frank?**

**ST:** I'm not as focused on the specific legislation, although, yes, I would like some moderation of Dodd-Frank. It's really about the day-to-day implementation of that regulation. There is no industry in this country that is held more accountable and is more sensitive to the consumer than are banks. Everything Republic does is absolutely transparent, and I think what regulators do should be more transparent. We're extremely accountable to our customers, and to state and federal regulators.

Customers and regulators have the ability to challenge what the bank does, and banks should have the ability to respectfully challenge what regulators do. Republic is very fortunate to have great

relationships with our regulators, but reasonable minds can differ on some of the gray areas. I wish there were a route for banks, in general, to reasonably challenge respectful disagreements with regulators.

**EL: Small banks were supposed to be exempt from compliance regulations set by the Consumer Financial Protection Bureau. How much have CFPB initiatives impacted Republic Bank's regulatory burden?**

**ST:** The CFPB has rule-making authority. They make the rules for small and large banks. For unelected officials, they have incredible latitude in rule making. Their intentions are good – the consumer should be protected – but there should also be some checks and balances on CFPB rule making.

**EL: Are all the new regulations beneficial to the customers, or do they distract banks from focusing on customers' needs?**

**ST:** Regulation helps the industry as a whole because it helps confirm total transparency in our business. Consumers can read the public information on any bank and learn a lot about that bank. That's a good thing, and that's enhanced by regulation. What's challenging is

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Not pictured: Philip C. Eschels, Barbara R. Hartung, Eric L. Ison, Christie A. Moore

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## LANE ONE-ON-ONE

some of the process for rulemaking and discretion, which ultimately, as we've seen over the last five years, dramatically impacts the consumer. It's the law of unintended consequences.

Republic only lends to people in our communities. You can look at our credit quality and delinquency ratios and see that Republic placed its customers in the right products. Yet, in response to the previous mortgage crisis, Republic has a new, rigid standard for all of our borrowers. And the government tells us we have to prove our borrowers' ability to repay.

Throughout history, community banks have done a good job of lending to people who have the ability to repay; that's our area of expertise. It's what we do. We're motivated to do that well, because if the customer doesn't repay, it hurts us more than the customer. But now we've got all these (additional) government standards on the ability to repay. So we might have customers who've been paying us forever, who are great customers, who provide (good) financial information, and yet we've got to run them through all these steps where they've got to provide an excessive amount of information, all so we can prove to the government that this customer has the ability to repay.

**EL: Kentucky will have new political leadership after the general election in early November. What will be the top financial issues facing the new governor?**

**ST:** Certainly the Kentucky pension system is something that's very difficult for folks to address. That seems to be an economic drain; there has to be some solution there. Also, education. Kentucky puts a lot of resources into education; there's nothing more important than educating our youth and putting them in a position where, as they grow up, they can be productive members of society and the workforce. So the pension system and education would top my list.

**EL: Louisville Mayor Greg Fischer and other mayors around Kentucky have been strong advocates for the local option sales tax. What is your thought on the value of this legislation?**

**ST:** It's tremendously valuable. I don't see how anyone can argue with it. You put the determination in the hands of the people who are going to pay for it with a dedicated tax, and if the folks in a particular community are willing to invest in that community for specific projects, good things can happen. Look at Louisville's Waterfront Park. Republic sponsors Waterfront Wednesday concerts there. This past Wednesday night, 20,000 people were out there under the Big Four Bridge even in 40-degree temperatures. Every



time you drive by that park thousands of people are there, and that used to be a junkyard. Invest, build, and they will come.

**EL: Louisville's Metro Council passed legislation to raise the minimum wage to \$9 an hour by 2017, and 11 Kentucky municipalities have passed right-to-work legislation. Does there seem to be a push by local legislators to pass this type of legislation since there has been gridlock in Kentucky's General Assembly?**

**ST:** I'm really mixed on the minimum wage. Everybody should have the opportunity to earn a wage, and, in fact, everybody at Republic Bank makes more than the minimum wage. With that said, there's a part of me that says, you know, there's great pride when someone earns what they are paid, and I'd rather someone earn a nice wage rather than get the wage that employers are forced to provide.

**EL: What are the top three economic drivers of Louisville's current growth?**

**ST:** Healthcare, logistics and manufacturing.

**EL: How would you rate the performance of Steve Beshear during his two terms as governor?**

**ST:** Gov. Beshear has had a good run under very, very difficult economic circumstances. The governor has worked in a difficult budgetary environment, and Kentucky has fared pretty well.

**EL: How significant has the University of Louisville's growth been to Louisville's economy?**

**ST:** It's huge. One of the challenges, as we've discussed, is providing a qualified, well-educated workforce to attract large, high-end employers, and obviously UofL, as the biggest university in this community,

has a huge impact there. I do have Nashville (a Republic banking location) to compare it to, and Nashville has seen tremendous growth in higher education. In the Louisville area, with UofL, Bellarmine, JCTC, Indiana University Southeast and Spalding, and in Lexington with UK, Transylvania, Eastern Kentucky University, Asbury, Georgetown and BCTC, those universities have to be the engines to create a highly qualified workforce and achieve what Nashville has done.

**EL: What do you consider Republic Bank's top priority during the next five years?**

**ST:** Growth. We have a unique opportunity to grow because we have an excess amount of capital, and we have a very clean balance sheet and a team in place that can service a larger organization. We're unique in that regard. Our greatest opportunities throughout history have occurred because we had a clean balance sheet and capital to take advantage of opportunities.

**EL: How does Republic support the communities it serves?**

**ST:** Republic has always felt strongly about supporting the communities in which we're located. Republic has been proud to contribute philanthropically to many not-for-profits throughout Louisville, Lexington, and all the communities in Kentucky that we serve. During each of the last four years, we've given away over \$1 million in philanthropic support. We have a saying that what our bank makes here, stays here. And Republic is very proud of that. ■



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



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# Your Guide to Kentucky MBA Programs



*Professor Frank Scott, a faculty member in the University of Kentucky Accelerated One-Year MBA Program, addresses a traditional classroom of students.*

There are many programs and methods for pursuing the most popular post-graduate degree

BY DEBRA GIBSON ISAACS

**T**HE masters of business administration – the MBA – is the gold standard credential for a career in business. It remains the most sought after post-graduate degree in the United States, according to the U.S. Department of Education.

The business world keeps changing, and the higher education community keeps adapting – to the shifting work and family life conditions of students young and old as well as ever evolving technology.

There is an array of ways to earn an MBA in Kentucky from traditional full-time classroom instruction, to evening or weekend-only sessions, to completely online teaching to various hybrid programs.

Following is a list of MBA programs at public and private colleges and universities with details about each to help make the all-important decision of which program to choose.

### **PUBLIC UNIVERSITIES**

#### **Eastern Kentucky University**

**Location:** Richmond

**Type:** State comprehensive university

**Accreditation:** Association to Advance Collegiate Schools of Business International (AACSB)

**Base Program Cost:** \$14,250

**Minimum Credit Hours:** 30

**GMAT Required:** 450

**Minimum Time Commitment:** 18 months

**Concentrations/Online Concentrations:** General; Accounting; Integrated Communications

**Campus Requirements:** Some online courses, mostly on campus. Classes meet one night per week 6-8:45.

**Why choose this program:** Flexible scheduling allows students to take as many or as few courses a semester as

they want. Small class sizes foster individual interaction between faculty and students. The state-of-the-art Business and Technology Center provides students with an ideal environment in which to learn.

#### **Kentucky State University**

**Location:** Frankfort

**Type:** Public university

**Accreditation:** Accreditation Council for Business Schools and Programs (ACBSP)

**Base Program Cost:** Not Available

**Minimum Credit Hours:** 30 hours with a bachelor's in Business; 42 hours without a Business bachelor's

**GMAT Required:** Yes

**Minimum Time Commitment:** Varies based on schedule preference

**Concentrations/Online Concentrations:** General; Marketing, Management, and Accounting concentrations begin in Fall 2015

**Campus Requirements:** On campus classes

**Why choose this program:** The Master of Business Administration degree programs are designed to prepare strategically thinking business professionals for successful careers in the private and public sectors.

#### **Morehead State University**

**Location:** Morehead

**Type:** State comprehensive university

**Accreditation:** AACSB accredited

**Base Program Cost:** \$562 per credit hour or \$1,686 per course; \$16,860 today.

**Minimum Credit Hours:** 30 semester credit hours

**GMAT Required:** Yes, but GRE is also accepted.

**Minimum Time Commitment:** varies

**Concentrations/Online Concentrations:** General; Health Systems Management track requires 36 semester credit hours.

**Campus Requirements:** None

**Why choose this program:** Our MBA program is offered in a 100 percent

online environment. Students may complete the program in as little as one year with no residency requirement. Our mission is to provide online educational opportunities in business for degree and course completion. It is designed for individuals seeking to improve their career success and is focused on working managers.

### **Murray State University**

**Type:** State comprehensive university

**Accreditation:** AACSB

**Base Program Cost:** \$19,725

**Per Credit Hour:** \$657.50

**Minimum Credit Hours:** 30

**GMAT Required:** Yes, but GRE is also accepted.

**Minimum Time Commitment:** 12 months

**Online Concentrations:** General; Human Resource Management. Other concentrations in the pipeline.

**Campus Requirements:** No

**Why choose this program:** We launched one of the nation's first 100 percent online MBA programs in 2005 and thus have the depth and breadth of experience to advance the national and international business education needs of today's student, who need come to Murray only for commencement. All faculty have traditional PhDs, international experience and the mindset that students invest in an MBA to get value for money; they go out of their way to be helpful.

Under a rolling admissions process, students may start in the fall, spring or summer and finish at their own pace, taking a minimum of one graduate course at a time. The Canvas platform we use for instruction provides opportunity for students to network. Murray State's is one of the commonwealth's largest MBA programs because it draws students from across the United States and a few from abroad; the majority are from Kentucky, Indiana, Tennessee, Missouri and Illinois.



*Dean David Blackwell of the University of Kentucky Gatton College of Business and Economic awards an MBA degree.*

### **Northern Kentucky University**

**Location:** Highland Heights

**Type:** State comprehensive university

**Accreditation:** AACSB

**Base Program Cost:** In-state: \$602 per credit hour; \$3,612 per semester for the six-semester program

**Minimum Credit Hours:** 36 credit hours

**GMAT Required:** Yes, but GRE is also accepted, with a portfolio approach (i.e. GMAT/GRE score, undergraduate GPA and course transcripts, letters of recommendation, essay, resume) consideration for acceptance.

**Minimum Time Commitment:** 2-year program; cohort-based; six straight semesters for completion

**Concentrations/Online**

**Concentrations:** N/A

**Campus Requirements:** 2 weekday evenings; classes are hybrid: 2/3 are in-class, 1/3 out of class (e.g. online lectures, group work, etc.)

**Why choose this program:** The MBA from NKU is designed to equip its graduates for success and enhancement in the workplace. Through an integrated curriculum,

hybrid courses and small cohort class sizes, students receive all of their education at a location close to home in the Northern Kentucky, Greater Cincinnati Region.

### **University of Kentucky One-Year Accelerated MBA Program**

**Location:** Lexington

**Type:** State land grant, research university

**Accreditation:** AACSB and SACS

**Base Program Cost:** Tuition: \$12,070; plus program fee: \$10,662

**Minimum Credit Hours:** 51 credit hours

**GMAT Required:** GMAT or GRE can be used. This is waived if the applicant has a professional degree (PharmD, MD, JD) or PhD.

**Minimum Time Commitment:** 11-month program; June to May

**Concentrations/Online Concentrations:** General MBA, but a number of certificate programs are available with additional classroom work. No MBA courses are online, but all prerequisites can be completed online.

**Campus Requirements:** On-campus classes

**Why choose this program:** Gatton College of Business and Economics' accelerated option is an intensive, cross-disciplinary, hands-on experience to make graduates world ready for business. The teaching philosophy incorporates core business processes, including marketing, management and finance, as well as more technical courses in quantitative analysis, operations (supply chain) management, global management, and data analysis. It includes corporate-critical areas such as leadership, communication and presentation skills, ethics, and strategic thinking. Some curriculum takes place in interactive corporate-setting learning laboratories through our unique Project Connect team internship program.



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## HIGHER EDUCATION

### University of Kentucky Professional Evening MBA Program

**Location:** Lexington

**Type:** State land grant, research university

**Accreditation:** AACSB and SACS

**Base Program Cost:** Tuition: \$696 per credit hour; plus Program Fee: \$1333 per semester

**Minimum Credit Hours:** 36 credit hours

**GMAT Required:** GMAT or GRE can be used. This is waived if the applicant has a professional degree (PharmD, MD, JD) or PhD.

**Minimum Time Commitment:** 2 year or 3 year tracks; Fall and Spring semesters

**Concentrations/Online Concentrations:** General MBA, but a number of certificate programs are available with additional classroom work. No MBA courses are online, but all prerequisites can be completed online.

**Campus Requirements:** on campus classes

**Why choose this program:** Gatton's Professional Evening track is designed for working professionals looking to succeed in a wide variety of professional contexts: as an individual, a team player, an innovator and problem solver, and a leader within an organization. Anchored by a series of rigorous foundation courses in economics, finance, marketing, management, accounting and information systems, the curriculum seeks to build upon the knowledge a working professional has already attained during their career by enhance their skills, perspective and ability to contribute in the business marketplace.



### University of Kentucky/ University of Louisville Joint Executive MBA Program

**Location:** Lexington and Louisville

**Type:** Public, research universities

**Accreditation:** AACSB and SACS

**Base Program Cost:** \$67,500 total cost, paid in four equal installments

**Minimum Credit Hours:** 46

**GMAT Required:** No

**Minimum Time Commitment:** 17 months

**Concentration:** Executive skills for mid-career professional.

**Campus Requirements:** Classes on campus Fridays/Saturdays – half at UK, half at UofL

**Why choose this program:** The University of Kentucky and the University of Louisville have partnered to create a first-rate Executive MBA program that will help students advance to the next stages of their professional careers. Designed for mid-level to C-level executives from for-profit, non-profit and government organizations, the UK/UofL Executive MBA presents the leadership skills and

*The University of Louisville College of Business has multiple MBA programs ranked among the top 100 by U.S. News & World Report.*

hands-on tools needed to propel their careers.

Designed with busy schedules in mind, the joint EMBA program is a cohorted program meeting every other Friday and Saturday over 17 months. The heart of the program allows students to study and network with other up-and-coming business leaders while learning from top-notch faculty at both institutions who are on the cutting edge in their respective fields. We've designed this program to bring our best and most experienced faculty together to work collaboratively with an elite set of emerging business talent.

### University of Louisville Full-Time MBA

**Minimum Credit Hours:** 45 or 48 hours (45 for non-internship track, 48 for internship track)

**Minimum Time Commitment:** 13 months

**Why choose this program:** The Full-Time MBA is a 13-month accelerated



**Denis Steiner**  
CEO DENHAM-BLYTHE COMPANY

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program ideal for recent college graduates and those seeking practical work experience. U.S. News and World Report ranks it the 70th best full-time MBA program in the nation. The competitive paid internship option allows students work experience while offsetting the cost of tuition. The class of 2014 saw an 86 percent job placement rate within one month of graduation. Students attend classes in the evenings while working the internship during the day. An international trip is integrated into the program (excluding airfare) exposing students to businesses and cultures around the world.

**GMAT Required:** Yes

**Campus Requirements:** UofL Belknap Campus

#### **University of Louisville Professional (Part-time) MBA**

**Minimum Credit Hours:** 45 hours

**Minimum Time Commitment:** 20 months

**Why choose this program:** The Professional MBA is a 20-month program for working professionals with convenient evening or weekend class schedules. U.S. News and World Report

ranks it the 69th best professional MBA program in the nation. Its cohort- and team-based learning environment lets students complete the program with the same group from start to finish. Focused electives allow specialization: Choose between Health Sector Management, Marketing, and Business Analytics. An international trip is integrated in the program (excluding airfare) exposing students to businesses and cultures around the world.

**GMAT Required:** Yes

**Campus Requirements:** UofL Belknap Campus

#### **University of Louisville Entrepreneurship MBA**

**Minimum Credit Hours:** 48 or 54 (48 for business consulting track, 54 for business plan competition track)

**Minimum Time Commitment:** 20 months

**Why choose this program:** The Entrepreneurship MBA was created to give students the skills needed to successfully launch a new business or provide innovative leadership within an existing organization. The Princeton Review ranks it the 22nd best Entrepreneurship MBA program in the

nation. Our cohort- and team-based learning environment offers energizing team-building and problem solving experiences. A track is available for students who want to compete in business plan competitions for real start-up capital and business plan feedback. The business consulting track delivers learning experiences to students in real-world environments. An international trip is integrated into the program (excluding airfare) exposing students to businesses and cultures around the world.

**GMAT Required:** Yes

**Campus Requirements:** UofL Belknap Campus

#### **Western Kentucky University**

**Location:** Bowling Green

**Type:** State comprehensive university

**Accreditation:** AACSB

**Base Program Cost:** Full-time general MBA is \$16,995 tuition for Kentucky residents, \$22,803 for non-residents; Professional MBA is \$31,710; online MBA is \$20,394.

**Minimum Credit Hours:** 33 hours for full-time general and online MBA, 36 hours for PMBA

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**GMAT Required:** Yes for the full-time and online programs but not for the PMBA program, which requires 5 years of qualifying managerial or professional experience.

**Minimum Time Commitment:** One year for general MBA; two years for PMBA; 18 months to five years to complete online MBA.

**Concentrations:** General

**Campus Requirements:** Yes for full-time general MBA and PMBA.

**Why choose this program:** WKU has flexibility with three separate programs to meet the diverse needs of today's students with online, weekend and accelerated-delivery methods. The quality of the programs is reflected in WKU graduates' scores on the MBA exit exam used nationally. The PMBA ranks in the top 5 percent nationally; the online program ranks in the top 10 percent; and the full-time program ranks in the top 20 percent.

### PRIVATE FOR-PROFIT COLLEGES

#### Sullivan University

**Location:** Louisville

**Type:** 4-year, private

**Accreditation:** IACBE

**Base Program Cost:** \$26,160

**Per Credit Hour:** \$545

**Minimum Credit Hours:** 48

**GMAT Required:** No

**Minimum Time Commitment:** 18 months

**Concentrations:** Accounting, Healthcare Management, Hospitality Management, Marketing

**Campus Requirements:** no

**Why choose this program:** The masters in business program at Sullivan University is a career-focused program that enables students to individualize their educational interests. They follow a curriculum designed to develop skills in leadership, team-building, communications, decision-making, critical thinking, analysis, and research techniques. Students have the ability to specialize their education with concentrations in areas such as Accounting, Human Capital, Conflict Management, and others. The program meets the marketplace need for professionals with managerial skills (both qualitative and quantitative) in the problem-solving realm. The commitment is to the student and their career through focused, hands-on education.

### PRIVATE NON-PROFIT COLLEGES

#### Asbury University

**Location:** Wilmore

**Type:** Private, Christian, Liberal Arts

**Accreditation:** Southern Association of Colleges and Schools Commission on Colleges (SACSCOC)

**Program Cost:** \$592 per credit hour

**Minimum Credit Hours:** 36

**GMAT Required:** Yes

**Time Commitment:** 20 months on traditional cohort track; 4+1 programs for bachelor's and MBA in five years and for MBA Accounting; at-own-pace track available

**Campus Requirements:** One week at beginning and one week at end of program.

**Why choose this program:** Asbury is a No. 1-ranked college in the South (2014-15 U.S. News & World Report Regional College Rankings) and there are four different cohort tracks (designed for working professionals down to incoming undergrads). This MBA endeavors to understand and practice business and management from a faith-based perspective. Ethics, values and moral reasoning are inherent in all features of





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society, and our business institutions are no different. Asbury's MBA course content emphasizes faith integration and provides a Christian perspective throughout the program.

### **Bellarmine University**

**Location:** Louisville

**Type:** Independent, private, Catholic university

**Accreditation:** AACSB accredited

**Base Program Cost:** \$32,850; Per Course: \$2,250 (beginning Fall 2015); additional costs: \$2,000 international trip; \$1,100 case fees

**Minimum Credit Hours:** 48

**GMAT Required:** Combination of GMAT and Cumulative GPA taken

**Time Commitment:** Varies based on schedule preference

**Concentrations/Online Concentrations:**

Beginning in Fall 2015: Finance, Health Care Leadership, Marketing, Strategic Consulting, Taxation

**Campus Requirements:** On campus classes

**Why choose this program:** Today's business leaders need expert managers with vision, leadership and a strong

sense of ethics. The Bellarmine MBA will advance your career now and provide security for your future. Bellarmine's world-class MBA is taught by faculty with a combination of professional and academic experience, offering their real-world perspectives on practical business solutions. With Bellarmine's flexible programs, you can earn your MBA on weeknights or weekends at the same cost as the state schools.

### **Brescia University**

**Location:** Owensboro

**Type:** Private, Faith-based

**Accreditation:** Southern Association of Colleges and Schools

**Base Program Cost:** N/A

**Per Credit Hour:** \$500/credit hour

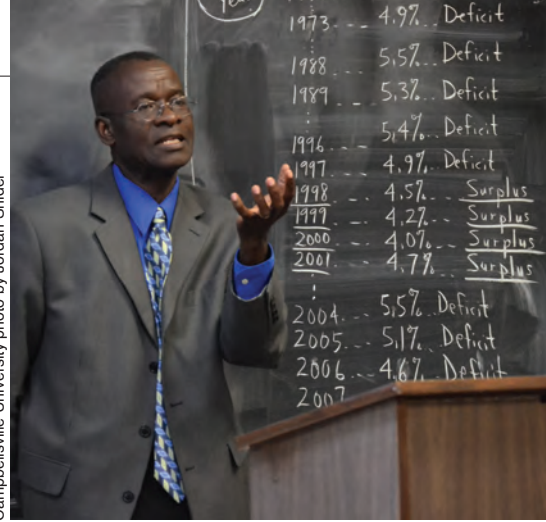
**Minimum Credit Hours:** 33

**GMAT Required:** Yes, GRE also accepted

**Minimum Time Commitment:** 18 months

**Campus Requirements:** Undergraduate GPA of at least 2.5; completion of pre-requisite courses if not already completed during undergraduate study

Campbellsville University photo by Jordan Snider



*Sunny Onyiri, professor of business and accounting at Campbellsville University, teaches an MBA class.*

**Why choose this program:** The MBA program is designed to make furthering your education manageable even with the busy schedule of work, family and daily life. This program typically takes about 3 semesters of full-time study to complete. Classes generally meet every other Saturday for 8 weeks for a total of 4 class meetings.

### **Campbellsville University**

**Location:** Campbellsville

**Type:** Private Faith Based

**Accreditation:** IACBE

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## HIGHER EDUCATION

**Base Program Cost:** \$16,740

**Per Credit Hour:** \$465

**Minimum Credit Hours:** 36 hours

**GMAT Required:** GRE or GMAT required

**Minimum Time Commitment:** 12 months

**Concentrations:** Church Management, Healthcare Management, Human Resource Management, Information Technology, International Business, Marketing

**Campus Requirements:** Campus requirements are the same as online; however, there is an international component which would require a WES evaluation and the TESOL.

**Why choose this program:** The MBA at Campbellsville University is affordable and customizable. Non-Business students have the opportunity to work through an online primer to gain the knowledge needed to get started. Ethics is the common thread that is woven through the program and an aspect that is desired in today's global marketplace. It can be completed in two years or as little as one year depending on the student's graduation goals. The professors are professional and available. The courses are streamlined and student friendly.

### Midway College

(Midway University effective July 1, 2015)

**Location:** Midway MBA program offered online and Fall 2015 at Lexington location

**Type:** 4-year, private

**Accreditation:** overall institutional accreditation is from SACSCOC; no specific MBA program accreditation

**Base Program Cost:** ranges depending on program chosen and credit hour total

**Per Credit Hour:** \$520

**Minimum Credit Hours:** 30 hours - general MBA; 36 hours - MBA with specialization

**GMAT Required:** none

**Minimum Time Commitment:** The general MBA program can be completed in 12 to 15 months or an MBA with specialization can be completed in 18 months.

**Concentrations:** Three concentrations are offered completely online – Equine Studies, Health Care Administration and Sport Management.

**Campus Requirements:** None, program can be completed 100% online. In Fall 2015 a weekend MBA program will be offer at our Lexington location and classes will meet two weekends a month

**Why choose this program:** Midway is a great choice for students looking to earn their graduate degree in business. Our program offers students a high level of personal attention. Our program is affordable with a competitive credit hour tuition rate in the market and we offer many financial options to students. Our faculty support our students in the online learning environment and are responsive to their individualized needs and always available for in person, phone or online chat sessions to answer questions

### Spalding University

**Program:** Master of Science in Business Communication (MSBC) at Spalding University's School of Business [\*\*Note: Spalding offers a Master of Science in Business Communication (MSBC). According to Spalding officials: "We have learned over the 10-year tenure of this program that the MSBC is much more relevant for many as compared to the



*The MBA program at the University of Pikeville required 36 credit hour and on-campus class attendance.*

MBA depending on the desired career path of the individual.”]

**Location:** Louisville

**Type:** Private, Faith-based

**Accreditation:** SACSCOC

**Base Program Cost:** \$19,800

**Per Credit Hour:** \$600

**Minimum Credit Hours:** 33

**GMAT Required:** No

**Minimum Time Commitment:** 10 months

**Concentrations:** Organizational Leadership (OL), Nonprofit Administration (NA), Healthcare Management (HM), or Accounting concentrations.



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**Campus Requirements:** all courses can be taken face-to-face or online

**Why choose this program:** The MSBC curriculum prepares business professionals to communicate within and across disciplines and business functions of their organizations, as well as up and down organizational hierarchies. The role of communication in business decisions is the thread that runs through all courses and links them together. MSBC students have a unique opportunity to develop traditional business competencies while improving their interpersonal, communication, and leadership skills. Each course within the program is developed to incorporate all of these aspects, as well as critical and strategic thinking skills. The result is graduates with strong capabilities in problem solving, prioritizing, making the right/ethical decisions and managing self and others. Employers continually express their desire to have a labor pool with this skillset. Graduates of the MSBC program fulfill this need.

#### **Thomas More College**

**Location:** Crestview Hills

**Type:** Private

**Accreditation:** SACSCOC and ACBSP

**Base Program Cost:** \$19,695

**Per Credit Hour:** \$505

**Minimum Credit Hours:** 39

**GMAT Required:** Yes, if applicant GPA below 2.7

**Minimum Time Commitment:** 18 months

**Campus Requirements:** No

**Why choose this program:** Thomas More College has helped professionals throughout Kentucky and the Greater Cincinnati area earn their Masters of Business Administration degree while

maintaining their professional and personal commitments. The Accelerated program, TAP, provides its students with an excellent environment for academic and professional growth. Through the use of the continuing case project, the Thomas More graduate program offers a comprehensive look at decision making from a broad-based perspective. The Masters Project in the Thomas More curriculum allows students to apply business research techniques in a very hands-on approach. Students find that this allows them to establish a critical link between academic theory and business application.

#### **University of Pikeville (UPIKE)**

**Location:** Pikeville

**Type:** Private

**Accreditation:** Southern Association of Colleges and Schools Commission on Colleges (SACSCOC)

**Base Program Cost:** \$14,220

**Per Credit Hour:** \$395

**Minimum Credit Hours:** 36

**GMAT Required:** No

**Minimum Time Commitment:** 16 months

**Campus Requirements:** Yes

**Why choose this program:** The UPIKE MBA is designed to provide the graduate student with a foundation in business and an opportunity to achieve career goals. The Coleman College of Business at UPIKE welcomes you to embark on a journey of personal and academic growth that will prepare you for a competitive business environment. If you want to accelerate your career, seek opportunities in a new career, or to explore an entrepreneurial dream, the UPIKE MBA is for you. The program is delivered in the evenings and online so that you have the flexibility to earn a degree while you

work. A competent and experienced faculty will guide your path so that you will apply classroom knowledge to real world business problems. Enhance your future in 21 months. Contact Dr. Howard V. Roberts, Dean of the Coleman College of Business at [howardroberts@upike.edu](mailto:howardroberts@upike.edu) or visit [www.UPIKE.edu](http://www.UPIKE.edu) for additional information.

#### **University of the Cumberlands**

**Location:** Williamsburg

**Type:** Private, Faith-based

**Accreditation:** Southern Association of Colleges and Schools Council on Colleges (SACSCOC)

**Base Program Cost:** \$9,450

**Per Credit Hour:** \$300

**Minimum Credit Hours:** 30

**GMAT Required:** Yes

**Minimum Time Commitment:** 18 months

**Concentrations/Online**

**Concentrations:** Accounting

**Campus Requirements:** No

**Why choose this program:** University of the Cumberlands has been teaching tomorrow's business leaders for 120 years and preparing students for long-term career success is our top priority. Our MBA program offers support and flexibility for working professionals while also providing students with a rich curriculum with challenging assignments, group projects, online courses and the most current and relevant case studies. Students will have instructors who are experts in their field and advisors who are knowledgeable and accessible, as well as unique networking opportunities and career preparation. ■

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

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# Why the 'Work Ready' Tag Matters



Mark Green photo

Local officials open the Joseph U. Meyer Center for Workforce Development on Madison Avenue in Covington on Nov. 7, 2014, one week before Boone, Campbell and Kenton counties were jointly certified as a Kentucky Work Ready Community. Operating previously at a different location as the Kentucky Career Center, in 2013-14 it made 5,300 outreach contacts to businesses, posted 5,766 jobs for employers, provided career training to more than 500 people, and helped 21,133 job-seekers obtain 12,452 jobs with an average wage increase of \$16,929.

It has become a nationally recognized measure  
of local workforce skills for site selectors

BY ROBIN ROENKER

**W**HEN business and industry site selection consultants come to Kentucky seeking potential locations to launch or expand operations, invariably they ask one question first: Is a skilled workforce available?

But the answer previously would be subjective at best – precisely quantifying a labor force's skill level was difficult, if not impossible, for Kentucky's economic development agencies, chambers of commerce and industrial foundations.

Not anymore, though.

A program first developed nearly a decade ago by a college entrance exam company to assess fundamental work skills has gained acceptance among site selectors, and the commonwealth was one of the first to incorporate it into its

economic development communications strategy.

Kentucky's Work Ready Communities initiative, launched in 2012, gives city and county officials a tool to inform potential employers about talent levels and preparedness of local workforces in a nationally recognized and quantifiable way.

Work Ready certification "gives us a lot more validity when we're talking to site selectors and potential employers," said Roxann Fry, an economic development consultant with the Tennessee Valley Authority and chair of the state Work Ready Communities panel charged



Roxann Fry,  
Economic  
Development  
Consultant,  
Tennessee  
Valley  
Authority

with reviewing community proposals for certification.

"It enables us to say, 'Yes, we do have a highly skilled workforce with a great work ethic,'" Fry said. "Before, it had been hard to put a number on that; it was more a 'take my word for it' kind of thing. But with Work Ready Certification, once we explain what that is and what it measures, it allows us to verify the quality of our workforce, and point to the numbers to prove it."

A February article at the National Association of Counties' [naco.org](http://naco.org) news site explained the power the Work Ready brand has achieved.

"It's a credential that companies consider in their location and expansion decisions," said Mark Arend, editor of *Site Selection* magazine. "It's a quantifiable measure of how many workers there are with skills they may be looking for. States and counties really should be doing this because it separates communities that talk about their skill availability and communities that can actually demonstrate their available skill sets."

### Proving workforce preparedness

Kentucky was the third state nationally to adopt a Work Ready Communities initiative, after Georgia and Oklahoma, said Robert Curry, the program's executive director. It operates under the umbrella of the Kentucky Workforce Investment Board and the Education and Workforce Development Cabinet, and has been avidly supported by Gov. Steve Beshear.

Daviess, Warren and Woodford counties became the first in the state certified as Work Ready Communities in 2012, and the program has spread quickly since its launch. To date, 17 Kentucky counties have earned Work Ready certification, and 34 more have achieved a Work Ready "Community in Progress" designation – meaning they've met much of the certification criteria and have a plan in place to reach all the required benchmarks within three years.

Another 29 counties have filed letters of intent indicating their plans to pursue the process for certification, Curry said.

Taken together, 80 of Kentucky's 120 counties have committed to participat-



Robert Curry,  
Executive  
Director,  
Kentucky Work  
Ready  
Communities



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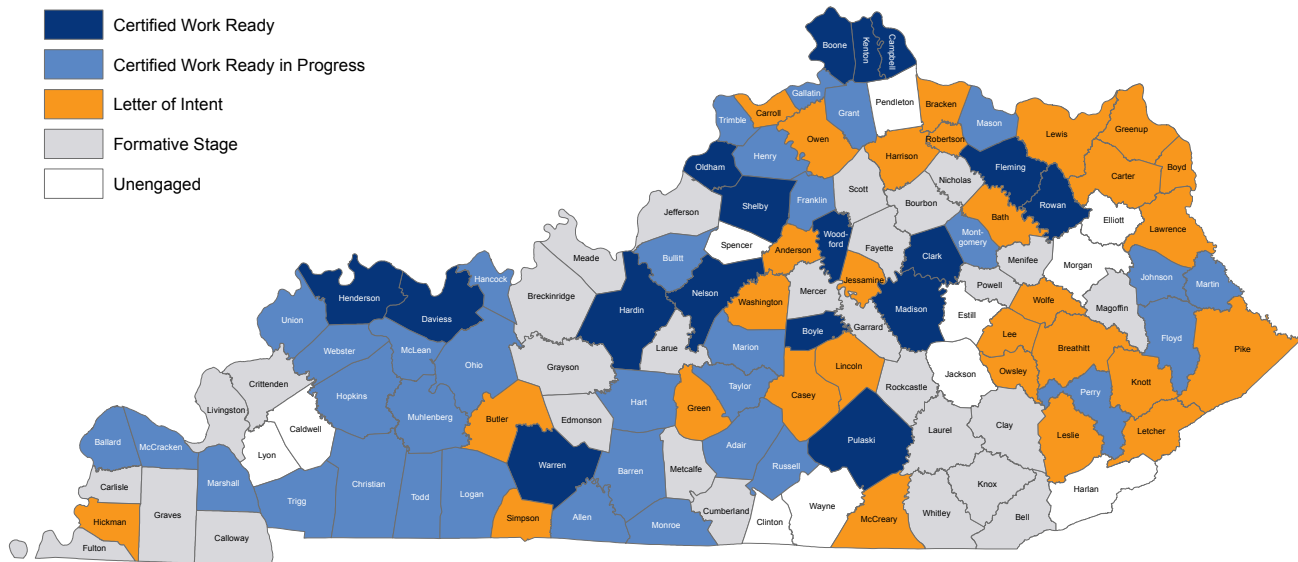
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ing in the program just three years after its launch.

"Our long-term goal would be to bring this program to as many of the 120 Kentucky counties as possible," Curry said.

The criteria to achieve Work Ready certification (see box below) are specific and demanding: Six parameters measure area workers' educational achievement, work preparedness and digital literacy with another gauging overall local commitment to the Work Ready initiative itself.

Kentucky's parameters are far more stringent than other states' Work Ready initiatives – an intentional choice on the part of the steering committee that created them, Curry said.

“When the steering committee put this together, we looked at this as an economic development tool. When that site selection consultant says, ‘Tell me about the workforce in this community,’ and we tell him or her that it is a ‘Work Ready Community,’ we wanted that designation to have real meaning,” Curry said. “We can point to specific numbers on educational attainment. We can point to soft skills training and explain NCRC certification and what that entails. And all that has meaning.”

Achieving Work Ready Community certification, or even a Work Ready Community In Progress designation, Curry said, “demonstrates to that county’s current employers that the county is commit-

ted to providing a pipeline of qualified workers for the existing business and that they are also committed to providing a qualified workforce for a potential new employer or an expansion at a plant already in their community," Curry said. "It's all about the workforce."

## What is the NCRC?

The National Career Readiness Certificate is a test product of ACT Inc. – the same ACT well known for its nationwide college entrance exam. But while the ACT tests for college preparedness, the NCRC tests for job preparedness through what it calls three “WorkKeys assessments.” Questions center on:

- Applied mathematics
- Locating information presented graphically
- Reading for information.

The test's goal is to offer a measure of a potential employee's problem solving and critical thinking skills.

Launched in 2006, to date, more than 2.8 million U.S. workers have received National Career Readiness Certificates, according to the NCRC website.

While many Kentucky communities have begun embracing the Work Ready Communities momentum, for some, achieving the required worker testing participation benchmark for NCRC certification has been the most difficult of the six parameters to meet. That was the case in Elizabethtown/Hardin County, which achieved Work Ready Community certification last November.

## Work Ready Community certification criteria

- **High School Graduation Rate:** Counties must have a minimum 88 percent high school graduation rate for the 2013-2014 academic year and a plan in place to achieve 98 percent by 2022.
- **National Career Readiness Certification:** A plan must be in place to have at least 9 percent of the working-age population take and pass the NCRC test within three years, and 15 percent within five years.
- **Community Commitment:** A wide variety of community stakeholders should have committed, central roles in the application process. Local economic development entities are a given. Work Ready efforts also should include elected officials, superintendents, workforce investment boards and area development districts, plus business and industry leaders.
- **Educational Attainment:** 25 percent of the local working-age population must have attained at least a least a two-year college degree. A county must have a plan in place to raise that percentage to 32 percent in three years and 39 percent – the U.S. national average – in five years.
- **Soft Skills:** The county must have a program or plan in place to help educate its workforce about “soft skills” expertise, including attendance, being on time, developing a strong work ethic, dressing appropriately and communicating well.
- **High-Speed Internet Access:** At least 90 percent of housing units in a community must have access to high-speed Internet. With most jobs today requiring some computer skill, it is a measure of digital literacy.

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## WORKFORCE DEVELOPMENT

*Workers at Ford's Louisville Assembly Plant assemble the Escape. With more than 1.2 million vehicles produced in 2013, Kentucky ranks third overall in light vehicle production and first per capita.*

That NCRC component is “probably going to be the major stumbling block for most communities, especially the larger ones, because you have to have a fairly decent percentage of your workforce that has the NCRC certificate,” said Rick Games, president of the Elizabethtown-Hardin County Industrial Foundation.



*Rick Games,  
President,  
Elizabethtown-  
Hardin County  
Industrial  
Foundation*

Many counties have looked for ways to incorporate the testing within their adult education centers so attendees can achieve GED and NCRC testing simultaneously. Others have begun initiatives to introduce testing at county vocational-technical schools. Superintendents in some communities, such as in Bardstown/Nelson County, are investigating ways to incorporate the NCRC as a mandatory test for all seniors.

Money can also be an issue in putting enough workers through testing.

In some cases, employers are paying for the exams. In other cases, civic groups are sponsoring funds to cover the cost. The state currently covers the cost to test all students enrolled in area technology centers, Curry said.

Because the NCRC remains a relatively new product outside the specialized site-selection sector, there is still some local and individual uncertainty about what it measures and how it helps to quantify the skill level of an area's workforce, Fry said.

“The NCRC portion is a little bit hit and miss, since a lot of people don't know a lot about it yet,” she said. “So there's a lot of education that has to go on about that piece.”

“The key to the NCRC is that you have to get employers to buy into the program as well, or there's no real incentive to take the test,” Games said. “In other words, if we can convince one of our area manufacturers to say, ‘If you have an NCRC certificate we will guarantee you an interview,’ then that's a carrot that will entice a student maybe even to pay for the test themselves.”

### **Paradigm shift for career paths**

Part of the message of the Work Ready Communities initiative is helping students understand that not everyone must earn a four-year college degree to get a job that pays enough to make a



good living – a bit of a paradigm shift from the educational message of the past generation or so.

The program focuses a great deal on encouraging counties to find ways to help students emerge from high school ready and prepared to pursue a promising career – even if a four-year college is not in their plans.

“I know that was the message I gave my children, who are grown adults now: ‘You have to get a four-year degree,’” said Vicki Steigleder, executive director of the Maysville-Mason County Chamber of Commerce, where the county is a Work Ready In Progress Community. “I've come to realize that there are a lot of good jobs out there where that is not the case. Perhaps these are positions that require at least a two-year degree and some type of certification. But we need people in those areas. We need mechanics and plumbers and electricians, and those jobs make excellent salaries,” she said.

“Basically, in the economic development world,” Fry said, “we have a big gap in the workforce right now in these kinds of high-industrial applications.

“We have kids going to college to be teachers and nurses and other professional careers. And we have kids going to technology schools to get that sort of basic, introductory-level knowledge. But what we are lacking is a workforce at

that middle-skill level, with higher-level industrial or technical certifications.”

One goal of the Work Ready Communities initiative is to encourage schools to work with students early to introduce them to the types of high-paying career tracks that may not require a bachelor's degree.

“We have these students who have the intelligence and skill set and technical acumen to go into these positions, but in some cases, they don't even know these jobs exist,” Fry said.

Workforce development officials know they need to spread knowledge about the options.

“We've got to make both parents and students understand that with a two-year advanced manufacturing degree from a community and technical college, you can get a job making \$50,000 a year with very good benefits,” Games said. “It's a bit of a shift from before, when the message was that everyone has to go to a four-year college.”

### **Pushing awareness into early grades**

Steigleder stresses the need to impart this to community members sooner.

“I think one of the things we've learned in going through the Work Ready certification process was that (job exposure and career education) needs to start even before high school, even as early as elementary school,” she said. “Even if it's just in a simplified way – perhaps through a middle-school field trip to a nearby plant – students need to be exposed to these jobs early on. Because if you wait until high school to intro-



*Vicki  
Steigleder,  
Executive  
Director,  
Maysville-  
Mason County  
Chamber of  
Commerce*

duce these career paths, it may be too late. By junior or senior year, students may be on a course track that prevents them from getting the classes they need to prepare for a specific job.”

As a result of their Work Ready certification process, many counties have begun career training initiatives in collaboration with their area school systems, including programs to help introduce resume-building and “soft skills” training to high school students.

Mason County high school students with at least a 98 percent attendance rate and a strong GPA and work ethic can receive letters of recommendation signed by both the superintendent and Chamber of Commerce upon graduation that they can show to potential employers for a leg-up during the interview process, Steigleder said.

“One of the things we realized was that our juniors were applying for jobs, but they weren’t learning resume writing as part of their curriculum until late in the senior year. So our schools are shifting that resume-writing earlier (into high school course work) to help our students be better prepared,” Steigleder said.

Nelson County and Bardstown Independent schools plan to implement a “We Are Ready” certification program beginning in the fall.

“Participating students will earn a seal on their diploma signifying participation in workforce education programming and a strong attendance and GPA record,” said Kim Huston, president of the Nelson County Economic Development Agency. “We feel the seal will help set these graduates apart as an elite candidate to potential

employers. It will show that they are ready to work. They’ve been taught, and they know what’s required to be a good employee.”

#### Building communitywide buy-in

Over and over, Curry hears one unifying message from counties that have participated in the Work Ready program: The process of working toward certification is as valuable as the certification itself.

That’s because the program encourages networking across sectors within the community that don’t otherwise have an occasion to cross paths – like education and industry.

The Work Ready project “allowed me to bring groups and individuals together that otherwise would not have been together in a single room brainstorming ways to be better,” said Huston, who noted that her committee included human resources managers from area industries, representatives from the Lincoln Trail Area Development District, and the county’s two school superintendents.

“For the first time, our educators and business and industry leaders were engaged in a dialogue. The superintendents were hearing firsthand from our industries what the workforce is lacking and what they need for a better-equipped workforce,” Huston said. “You can’t get any more credible proof of a community buy-in than to have that kind of a dialogue beginning.”

Now a Work Ready Community review panel member herself,



*Kim Huston,  
President,  
Nelson County  
Economic  
Development  
Agency*

Steigleder said she finds herself giving the most credence to the Community Commitment benchmark when reviewing applications.

“I go so far as to look at how many major manufacturers there are in a county and then look for what percentage of those have submitted letters of support for the program,” she said. “I look to see who’s at the table, what groups are represented on the minutes for the county’s Work Ready planning meetings. This program is all about team building, bringing everyone together.”

And counties should know that achieving certification is not the end of the process, Curry said.

“Certification is only good for two years. Then you have to come back and reapply, and the committee looks for evidence of continued growth and constant improvement on those benchmark numbers,” he said.

“Work Ready is another important tool in our toolbox when we work to promote our community to potential employers,” said Games.

“I’ve never been so proud as the day I hung our ‘Work Ready’ signs on all the entrances into town,” said Huston. “Work Ready is right at the top of all the accolades we promote here. In addition to letting people know Bardstown was designated one of the Most Beautiful Small Towns in America, we also tell them we have a strong, qualified workforce. It is critically important.” ■

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

# WUKY

2015



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### LIVE MUSIC PHOENIX PARK

**MAY 15 / 5:00**  
THE BLACK CADILLACS  
LARKIN POE  
THE OTHER BROTHERS

**JUNE 19 / 5:00**  
BEN SOLLEE  
HUMMING HOUSE  
TWIN LIMB

**JULY 17 / 5:00**  
KOPECKY  
A.J. GHENT  
THE WAGS

**AUG. 21 / 5:00**  
TBA  
THE VESPERS  
CORALEE AND THE TOWNIES



# THE LANE LIST

## KENTUCKY'S LARGEST PUBLICLY HELD COMPANIES

Ranked by revenue, publicly traded corporations headquartered in Kentucky

KENTUCKY'S Blue Chip 25 publicly traded companies with headquarters in the state had a relatively positive 2014 as the U.S. economy muddled along, growing inconsistently from quarter to quarter last year. The lineup and overall rankings in *The Lane Report's* annual presentation of the commonwealth's list of Blue Chip companies was virtually unchanged.

As the enormous U.S. healthcare sector works to shift its focus to good patient outcomes rather than providing treatment in volume, Humana Inc. is successfully negotiating its transition from a health benefits company whose main product is medical insurance into a "health and well being" company whose Humana Vitality product aims to prevent health issues. Humana grew its revenues a whopping \$7.2 billion, which was a 17 percent increase to \$48.5 billion in fiscal 2014.

Yum! Brands increased its revenues 7 percent in 2014. After a \$600 million decrease in 2013, the global fast food restaurant giant – whose brands include KFC, Taco Bell and Pizza Hut – took in an additional \$200 million to lift its revenue to nearly \$13.3 billion.

Specialty chemical provider Ashland grew its revenues slightly after two years of declines. The Covington-based multinational moved the revenue needle \$20 million or 0.5 percent forward to \$6.12 billion.

General Cable, which is in the process of divesting its manufacturing operations in Africa and the Asia Pacific regions, reported the lone decline in revenues among Kentucky's 10 largest public companies. The Fortune 500 member had a 7 percent decrease in revenue to \$5.98 billion.

Kindred Healthcare increased its revenues by just more than \$100 million to \$5.03 billion

in 2014 as the company continued to shift its focus to post-acute and rehabilitation care. After acquiring Gentiva Health Care and Centerre Health Services last fall, Kindred has more than 103,000 employees in 47 states.



	COMPANY NAME (TICKER) LOCATION	CEO WEBSITE	REVENUE NET INCOME	MARKET CAPITALIZATION (RANK IN KENTUCKY)	COMMENTS
1	<b>Humana Inc.</b> (HUM) Louisville	Bruce D. Broussard humana.com	\$48.50 billion \$1.15 billion	\$25.39 billion (2)	Humana is one of the nation's leading health and well-being companies.
2	<b>Yum! Brands</b> (YUM) Louisville	David Novak Yum.com	\$13.28 billion \$1.02 billion	\$37.45 billion (1)	The parent company of KFC, Pizza Hut and Taco Bell ranks as the world's largest restaurant company.
3	<b>Ashland</b> (ASH) Covington	William Wulfsohn Ashland.com	\$6.12 billion \$233 million	\$8.87 billion (4)	Ashland provides specialty chemicals, technologies and expertise to customers worldwide.
4	<b>General Cable</b> (BGC) Highland Heights	Gregory B. Kenny Generalcable.com	\$5.98 billion -\$627.6 million	\$850.79 million (12)	General Cable develops, produces and distributes wire and cable products for the energy, industrial and communications markets.
5	<b>Kindred Healthcare</b> (KND) Louisville	Benjamin Brier Kindredhealthcare.com	\$5.03 billion -\$79.8 million	\$1.99 billion (10)	Kindred operates hospitals, nursing centers, home health, rehabilitation and hospice services in 2,872 locations across the U.S.
6	<b>Lexmark Int'l</b> (LXK) Lexington	Paul Rooke Lexmark.com	\$3.71 billion \$79.1 million	\$2.72 billion (6)	Since entering the market in 1991 as a spin-off of IBM, Lexmark has become an international leader in computer printers and peripherals.
7	<b>Brown-Forman</b> (BF-A) Louisville	Paul C. Varga Brown-forman.com	\$2.99 billion \$659 million	\$19.65 billion (3)	Though Brown-Forman at one time owned product lines ranging from china to luggage, it is returning to its wine and spirits industry roots.
8	<b>Tempur-Sealy Int'l</b> (TPX) Lexington	Mark A. Sarvary Tempursealy.com	\$2.99 billion \$108.90 million	\$3.76 billion (5)	Tempur-Sealy is the world's largest bedding provider.
9	<b>PharMerica</b> (PMC) Louisville	Gregory S. Weishar Pharmerica.com	\$1.89 billion \$6.80 million	\$905.52 million (11)	PharMerica provides pharmacy services to the long-term care, hospital, home infusion and oncology markets.

	COMPANY NAME (TICKER) LOCATION	CEO WEBSITE	REVENUE NET INCOME	MARKET CAPITALIZATION (RANK IN KENTUCKY)	COMMENTS
10	<b>Papa John's Int'l</b> (PZZA) Louisville	John H. Schnatter Papajohns.com	\$1.60 billion \$73.3 million	\$2.49 billion (7)	Papa John's operates and franchises more than 4,600 locations in 34 countries.
11	<b>Texas Roadhouse</b> (TXRH) Louisville	Kent Taylor Texasroadhouse.com	\$1.58 billion \$87.0 million	\$2.42 billion (8)	Texas Roadhouse opened its first restaurant in 1993 and now operates 450 restaurants in 49 states and four foreign countries.
12	<b>Churchill Downs</b> (CHDN) Louisville	William Carstanjen Churchilldowns incorporated.com	\$812.93 million \$46.36 million	\$2.11 billion (9)	Churchill Downs has evolved into a racing, gaming and entertainment company with operations in 11 states.
13	<b>Almost Family</b> (AFAM) Louisville	William B. Yarmuth Patientcare.com	\$495.83 million \$13.76 million	\$429.46 million (17)	Founded as Caretenders in 1976, the company changed its name in 2000 and has expanded to include home health operations in 14 states.
14	<b>Sypris Solutions</b> (SYPR) Louisville	Jeffrey T. Gill Sypris.com	\$354.78 million (\$-1.18 million)	\$32.12 million (23)	Sypris provides technology-based and specialty services, and is a major defense and government contractor.
15	<b>Rhino Resources</b> (RNO) Lexington	Joe Funk rhinolp.com	\$239.06 million \$49.05 million	\$57.60 million (22)	A diversified energy limited partnership focused on coal and energy-related assets and activities, Rhino produces metallurgical and steam coal in multiple U.S. basins.
16	<b>U.S. Computer Services Inc.</b> (CSVI) Paducah	Steven A. Powless Csiweb.com	\$212.91 million* \$26.66 million	\$493.83 million (16)	U.S. Computer Services Inc. provides data and transaction processing, e-business services and hardware to financial firms.
17	<b>Community Trust Bank</b> (CTBI) Pikeville	Jean R. Hale Ctbi.com	\$168.4 million \$43.25 million	\$603.90 million (13)	Community Trust operates 71 banking locations in eastern and central Kentucky, six banking offices in West Virginia, and four banking locations in Tennessee.
18	<b>CafePress Inc.</b> (PRSS) Louisville	Fred E. Durham III Cafepress.com	\$153.21 million -\$15.91 million	\$66.39 million (21)	Using CafePress' e-commerce platform, customers can create and sell customized products such as apparel, drinkware, accessories, wall art, home accents and stationery.
19	<b>Republic Bancorp</b> (RBCAA) Louisville	Steven Trager Republicbank.com	\$152.40 million \$28.79 million	\$509.92 million (15)	The bank holding company for Republic Bank & Trust, which has locations in Kentucky, Indiana, Florida, Tennessee and Ohio.
20	<b>S.Y. Bancorp</b> (SYBT) Louisville	David P. Heintzman Syb.com	\$122.20 million \$34.8 million	\$528.80 million (18)	S.Y. Bancorp is the holding company of Stock Yards Bank & Trust, with locations in Greater Louisville, Cincinnati and Indianapolis.
21	<b>Industrial Services of America</b> (IDSA) Louisville	Orson Oliver Isa-inc.com	\$117.40 million (-\$7.27 million)	\$31.03 million (24)	Industrial Services of America is a leader in scrap recycling and waste management.
22	<b>Delta Natural Gas Co. Inc.</b> (DGAS) Winchester	Glenn R. Jennings Deltagas.com	\$95.85 million** \$8.28 million	\$139.98 million (20)	Delta Natural Gas transports and distributes natural gas in central and southeastern Kentucky. It owns more than 2,500 miles of pipelines and serves 36,000 retail customers.
23	<b>Farmers Capital Bank</b> (FFKT) Frankfort	Lloyd C. Hillard Jr. Farmerscapital.com	\$87.62 million \$14.53 million	\$174.89 million (19)	Farmers Capital Bank is a financial holding company, operating 36 bank locations in 23 communities throughout central and northern Kentucky and a data processing company.
24	<b>Bank of Kentucky Financial Corp.</b> *** (BKYF) Crestview Hills	Robert W. Zapp Bankofkyhb.com	\$83.56 million \$18.32 million	\$390.52 million (18)	Bank of Kentucky is a holding company with 33 branch and 57 ATM locations in northern Kentucky.
25	<b>Investors Heritage Capital Corp.</b> (IHRC) Frankfort	Harry Lee Waterfield II Investorsheritage.com	\$80.12 million \$1.27 million	\$29.04 million (25)	Investors Heritage provides life insurance products and is licensed in 30 states.

\* Reports 12-month figures for period ending Feb. 28.

\*\* Reports 12-month figures for period ending June 30.

\*\*\* Bank of Kentucky entered an agreement last year to be acquired by Branch Banking & Trust, a deal now expected to be complete in June 2015.





*The GE-90 turbofan engine is used by the Boeing 777. GE Aviation and Boeing now have the largest order backlogs in the history of both companies, which is creating major growth in aerospace parts exports from Kentucky companies that are suppliers. Kentucky exported \$7.8 billion in aerospace parts and products in 2014.*

ucts, and \$5.9 billion in motor vehicles, parts, bodies and trailers.

What foreign sales means to Kentucky's economy, according to the state Cabinet for Economic Development, is 127,000 export-related jobs in the commonwealth paying an average of \$56,000 per year including benefits. Among those are 50,200 jobs directly tied to exports that pay an average of \$68,100 per year. Kentucky's median household income for the five-year period from 2009 to 2013 was \$43,036, according to the Census Bureau.

"Kentucky's impact on the global economy is significant," Gov. Steve Beshear said in a statement. "The fact that we've shattered export records for four years running shows our initiatives to help businesses succeed are working."



Gov. Steve Beshear

Up in one corner of the commonwealth, however, the boom in manufacturing and exports appears to have more to do with broader growth trends in the U.S. and global aviation sector. In particular, General Electric Co.'s GE Aviation business, headquartered in Evendale, Ohio, outside Cincinnati, has seen a rapid increase in production, which has affected its suppliers, a number of which are based nearby in Kentucky.

Major U.S. and foreign airlines are responding to shifting economic and demographic trends by ordering new fleets of larger, more fuel-efficient planes. As a result, GE Aviation and other aerospace manufacturers have an enormous production backlog to meet the needs of manufacturers like Boeing and Airbus, which, in turn, are trying to meet the airlines' demands for new planes.

On April 15, GE Aviation announced its jet engine backlog exceeds 15,000 engines. Its total industrial backlog is more than \$135 billion, including equipment and long-term services contracts. That represented a backlog increase of 25 percent over the past two years. Much of the engine backlog involves engines still currently in development. GE Aviation's LEAP engine, which starting next year will power Airbus' A320neo, has a backlog of more than 8,500 engines. The engine for Boeing's 777X airplane, the GE9X, which goes into service five years from now in 2020, already has a backlog of 700 engines.

# Kentucky's Exports Are Flying High with Aerospace

State is setting records supplying a global aircraft industry – whose backlogs continue to climb

BY CHRIS CLAIR

**K**ENTUCKY'S export market is booming, and aerospace manufacturing is leading the way. Promisingly, members of that sector see economic sunny skies for at least the next decade.

The total value of all products manufactured in Kentucky and sold abroad in 2014 was \$27.5 billion, according to fig-

ures from the U.S. Census Bureau. That's a nearly 9 percent increase from 2013, and it continues a recent trend in Kentucky export growth, which now routinely establishes new highs. Since 2011, the value of goods exported from the Bluegrass State has grown 36.8 percent.

Half of Kentucky's exports are transportation equipment, divided between \$7.8 billion in aerospace parts and prod-



## Kentucky Exports

YEAR	TOTAL (BILLIONS)	1-YEAR CHANGE	CHANGE SINCE '09
2009	\$17.65	—	—
2010	\$19.35	9.6%	9.6%
2011	\$20.12	4.0%	14.0%
2012	\$22.13	10.0%	25.4%
2013	\$25.37	14.6%	43.7%
2014	\$27.54	8.6%	56.0%

### Aerospace ascent could last 15 years

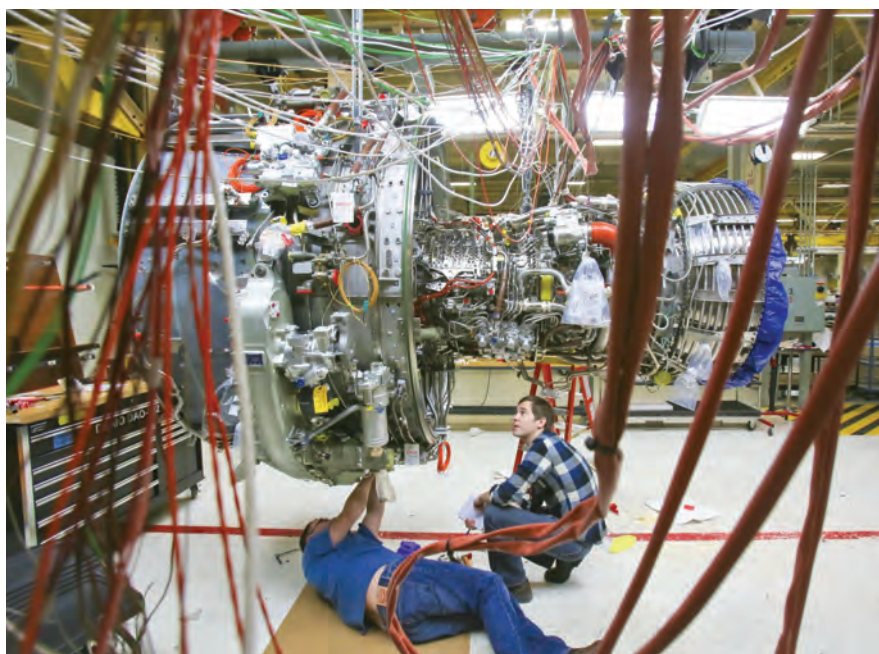
After decades of losing money, airlines have become profitable as a result of cost cutting, managing seat capacity more tightly and introducing ancillary fees for various services that formerly were part of basic airfares. The International Air Transport Association said in December it expected 2014 global net profits of \$19.9 billion, rising to \$25 billion in 2015.

John Zurborg, president and chief executive at precision sheetmetal fabricator Skilcraft LLC, in Burlington, Ky., said he and other suppliers see the airplane industry as being in the early stages of a 10- to 15-year cycle of increased production to meet the demands of the airlines. More new planes means more new engines, brakes, landing gear and other components that go into airplane production and maintenance. That means more jobs.

Northern Kentucky, along with southwestern Ohio and southeastern Indiana, is one of the country's key hubs for aerospace manufacturing. More than 60 aerospace companies, including GE Aviation, call the region home and directly employ 12,000 workers. Expand the view to include all the companies supplying aerospace manufacturers, and the total number of jobs jumps to 116,000, according to the U.S. Commerce Department. And that's set to increase in response to the demands of the airlines, which cascade through the supply chain.



*This jet engine production line for CFM, a joint venture of GE Aviation and Snecma, should be busy for at least the next 10 years and will use parts produced by Kentucky aerospace suppliers.*



Airplane parts manufacturers have made it clear to their suppliers that they must expand their capacity.

"A year ago at a GE (Aviation) supplier summit with Boeing, they basically said if you're not building brick and mortar (manufacturing facilities) and adding employees and have a plan in place today, you're going to get left behind," Zurborg said. "And it was very blunt and pointed, because they both have their biggest backlogs in their history. They need the supply base to step up and add capacity."

Zurborg said four years ago Skilcraft wasn't even part of the aerospace industry supply chain. Today, making components for GE Aviation, aircraft engine builder Rolls-Royce and companies that supply them accounts for 35 percent of Skilcraft's total sales. That figure could reach 50 percent of sales in the future, he said.

Skilcraft is setting up a separate business unit to handle its aerospace work, he added. Now in the 90s, Skilcraft's workforce has grown by 36 percent over the past four years, and Zurborg said he expects to add even more jobs.

"There are suppliers to me that have actually grown faster than I have," he said. "They were already in (the business), but they have doubled their square footage of facilities or they've added employees."

### State studying its aerospace industry

That growth is having a real effect on Kentucky's economy. In 2014, Kentucky's aerospace parts and products industry accounted for roughly one-quarter – \$7.8

*Engineers work on a more fuel efficient LEAP commercial jet test engine for GE Aviation. Kentucky suppliers provide parts for the engine, which is being made by CFM, a joint venture between GE and French manufacturer Snecma.*

billion – of the commonwealth's \$27.5 billion in total exports, according to Census Bureau figures. It is by far the biggest export sector by dollar value. And aerospace exports from the state have more than doubled in value since 2011. Among major industry sectors, only vehicle exports have grown at a faster rate here.

Between 2013 and 2014 alone, exports from Kentucky of components for aircraft parts grew 37.5 percent. It was among the fastest-growing export sectors in the state, eclipsed only by production of small transport trucks and substances for chemical analysis, both of which are much smaller sectors.

Those numbers have caught the attention of government officials. In March the Kentucky legislature passed a measure ordering a study of the aviation/aerospace industry in the commonwealth. House Joint Resolution 100, sponsored by Rep. Rocky Adkins of Sandy Hook and Sen. Alice Forgy Kerr of Lexington, directs the state's Economic Development and Transportation cabinets and the Commission on Military Affairs to study the economic impact of the aerospace/aviation industry, as well as ways to help it grow.



*Rocky Adkins, State Representative, House District 99*



## COVER STORY

The federal government is paying attention, too. In 2014, the region including Northern Kentucky was named as the lead aerospace region for a U.S. Department of Commerce program designed to promote and improve manufacturing communities. The Southwestern Ohio Aerospace Region Manufacturing Community – or SOAR – includes the Interstate 75 corridor from Dayton to Cincinnati, as well as Carroll, Gallatin, Boone, Kenton, Campbell, Bracken, Pendleton, Grant and Owen counties in Northern Kentucky.

The region's application to the Commerce Department was filed by REDI Cincinnati – an entity including the city's economic development arm, the Dayton Development Coalition, the city of Dayton and Northern Kentucky Tri-County Economic Development Corp.

The federal designation is meant to help the region access funding and information to improve workforce training, bolster research and development, expand the list of available manufacturing sites, maintain and expand transportation infrastructure, promote trade, help suppliers achieve the necessary certifications and connect with manufacturers, and provide more capital for manufacturers and assist them in becoming more efficient.

### **"A really nice location logistically"**

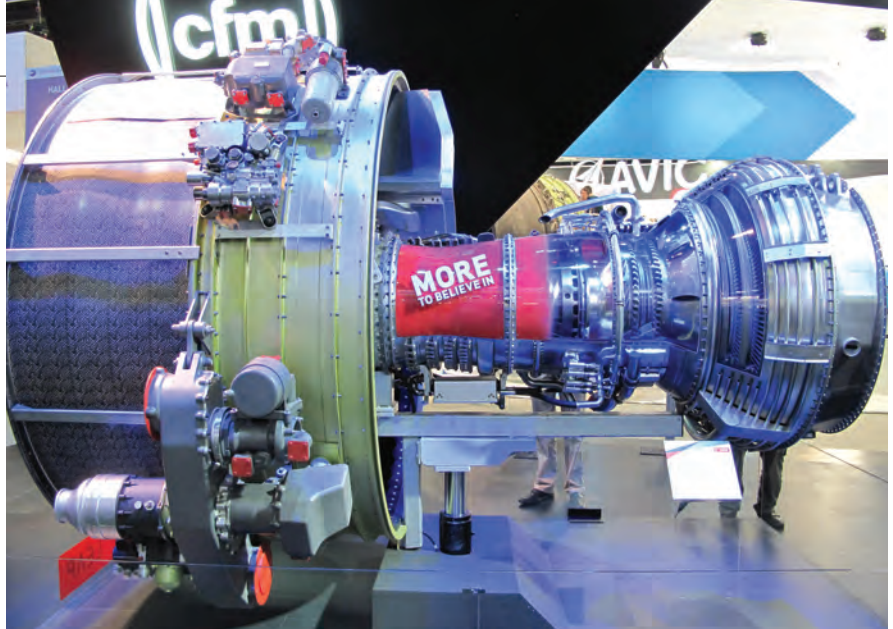
Wade Williams, vice president for manufacturing and business retention and expansion at Northern Kentucky Tri-ED, said much of what the SOAR community's federal designation will do for the region boils down to giving it a leg up on competing aerospace manufacturing areas.

"We will have, I think, opportunities for grants through a lot of the major federal agencies to help us find funding: maybe for some research and development and other opportunities that could help us thrive and bring more investments into the region, whether it's new companies or expansions of existing companies," he said. "That could be a huge advantage."

Northern Kentucky's largesse when it comes to aerospace manufacturing growth has much to do with the fact that the industry tends to cluster around major manufacturers. GE Aviation's presence in Evendale, Rolls-Royce's production plants in relatively nearby Indianapolis and proximity to Wright-Patterson Air Force Base out-



*Wade Williams,  
Vice President,  
Business Retention &  
Expansion/  
Manufacturing  
Projects,  
Northern  
Kentucky  
Tri-ED*



side Dayton have led to the development of a large aerospace supply chain in the region.

"The aviation industry is a very niche industry. So they are very loyal to their supply base, and it takes a long time to develop the skill sets to serve it," Skilcraft's Zurborg said. "Once that supply base gets established, it's not mobile."

Zurborg also pointed to the region's transportation advantages, including river, air and highway connections.

"Whether it's Greater Cincinnati Airport, or putting stuff on a boat that makes its way down the (Ohio and) Mississippi to a port, or whether it's on a rail, or down Interstate 75, which runs all the way up to Detroit and down to Tampa, Fla., we're right in the middle – the heart – of that. It's a really nice location logistically to be a supply base for any type of business."

Northern Kentucky Tri-ED's Williams said the area had long been home to machine tool manufacturers like Cincinnati Machine and Mazak. Those firms had previously supplied auto manufacturers, which led naturally to making components for planes.

### **What are Kentucky's opportunities?**

There is hope that the aerospace manufacturing boom could spread beyond Northern Kentucky, perhaps even lifting economic boats in eastern, southern and western parts of the commonwealth. The aerospace study commissioned by the commonwealth will examine that possibility, among others. Symbolically, Gov. Beshear signed the legislation at Morehead State University's Space Science Center.

Kentucky Space, a nonprofit consortium working from Morehead State and at the University of Kentucky, subcontracts with the U.S. Defense Department and foreign space programs to build components that are put into orbit and is among the International Space Station's approved partner.

*A CFM Leap turbofan engine on display at the 2013 Paris Air Show. Back orders for the LEAP engine are expected to keep suppliers operating near top capacity for at least the next decade.*

"It's essential that we identify ways we can continue to develop this new economy for Kentucky, and especially Eastern Kentucky, with its high-skilled, high-paying jobs," Rep. Adkins said in a statement.

Aerospace operations already have some presence beyond Northern Kentucky. For example, 90-year-old Lord Corp. of Cary, N.C., a global leader in aircraft engine fasteners and vibration control systems, has had manufacturing operations in Bowling Green since 1974. Commercial aircraft wiring repair specialist Star Aviation in Oldham County began business in 1995.

Among the things the Cabinet for Economic Development will examine are where aerospace manufacturers are located in the commonwealth and the status of education and workforce training programs. Kentucky already seems to have cornered the market on aerospace education at the high school level. According to the Cabinet for Economic Development, of the 98 schools in the country that teach aerospace and aviation skills, 25 of them are in the commonwealth.

The Transportation Cabinet will inventory existing manufacturing facilities and study the transportation networks connecting them, including airports.

In addition to studying the aerospace industry as we know it, commonwealth officials also want to look at new technologies like commercial unmanned aerial systems, or drones.

Aerospace, it seems, could be the gift that keeps on giving lift to Kentucky's economy. ■

*Chris Clair is a correspondent for The Lane Report. He can be reached at [editorial@lanereport.com](mailto:editorial@lanereport.com).*

## GOVERNOR HOPEFULS HAVE BIG IDEAS

GOP primary competition generates useful debate of important Ky. issues

BY JOHN DAVID DYCHE

THE Republican candidates for Kentucky's governorship mostly agree on several items from the party's recent agenda, like right to work, charter schools, and tax reform. But each of the four contenders has also offered some creative, interesting, and relatively original policy ideas for improving Kentucky.

For example, Agriculture Commissioner James Comer recently proposed offering "Kentucky students a four-year bachelor's degree from one of our two flagship universities for a total tuition cost of \$20,000" and "from a Kentucky regional university for a total tuition cost of \$15,000 to the student."



James Comer

Under Comer's plan, "students who accept a job in Kentucky and live in Kentucky will be reimbursed for tuition over those amounts through annual tax credits on their Kentucky tax returns after graduation." He adds that "students must graduate in four years to be eligible for these tax credits," which will apparently be big enough to gradually reimburse the student for all costs over the specified ceilings.

The plan also provides that students who a two-year associate degree or certification from the Kentucky Community and Technical College System within certain timeframes can recoup the entire cost of their tuition through tax credits. Employers who hire KCTCS graduates will get a \$2,000 tax credit for each.

Comer says his plan is "budget neutral," but his position paper presenting it does not contain a fiscal analysis. WDRB's Lawrence Smith reported, "The reimbursement would come in the form of income tax credits, and be paid for by the administrative savings the campaign says would come from streamlining the education process."

"As we provide the incentives to move through the system sooner, the commonwealth would realize savings, but the other thing we will realize is we we'll have a taxpaying citizen earlier than we would have otherwise," said Comer's running mate, the idea-oriented state Sen. Chris McDaniel, who authored the policy.

McDaniel also told the *Frankfort State Journal*, "Using an existing model

of funding, coupled with the increase in taxpayer base and increase in employers in our commonwealth while decreasing the administrative strain due to a bloated bureaucracy and students who are remaining in college too long, we can ensure the taxpayers that their investment in our students is well founded."

This big, intriguing idea merits consideration, but we need to see the math.

Businessman and former Louisville councilman Hal Heiner wants "to implement E-Verify in Kentucky, a measure to ensure that Kentucky jobs go to legal Kentucky workers." He says an E-Verify program would allow "employers to identify the immigration status of potential hires by checking names against government databases."



Hal Heiner

Heiner claims E-Verify will not cost employers anything. He would "require the use of E-Verify to confirm legal worker status for all employers, government employees and government contractors and subcontractors."

E-verify is already used in connection with certain federal government contracts. The Supreme Court has upheld its use at the state level, and several states, including Kentucky's neighbors Indiana and Tennessee are using it to some extent, especially with regard to government contracting.

"Washington continues to struggle to address illegal immigration," Heiner says, adding, "E-Verify is a simple, commonsense measure we can put in place at the state level to protect employment opportunities for Kentucky citizens and legal immigrants. It comes at no cost to employers, makes it easier for them to comply with existing employment law and rewards our current citizens and those who have immigrated to the U.S. legally."

It is a good idea. One wonders why Kentucky is not already doing it.

Former Kentucky Supreme Court Justice Will T. Scott understates the problem in the state pension system when he says it "is in debt over \$30 billion dollars." The system's unfunded liabilities actually exceed that number and are among the worst in the nation.

Scott scolds Frankfort politicians for "calling for either more debt or tax increases" and instead urges "allowing the voters of Kentucky to have a voice by voting on a constitutional amendment for casino gaming with an ironclad requirement that would put 95 percent of the revenue from gaming in a lock-box away from the hands of greedy politicians who only care about the next election" and "ensuring that all of our state pensions are made whole."



Will Scott

Casinos are an old idea. The current governor, Democrat Steve Beshear, promised he would get bring them to reality in Kentucky. Now he never mentions this idea upon which he was elected. But using a set portion of state revenue from casinos to help the pension problem is a new idea.

Scott does neither does the math nor addresses the toll casinos could take on Kentucky's poor and vulnerable. Casino revenue would not solve the pension crisis, and while helping to fund generous benefits for state workers casinos would also adversely affect many who already live on society's margins.

Still, Scott's idea is a debate worth having. Also on the pension issue, businessman Matt Bevin advocates "an immediate freeze on the expansion of participants in our current pension plans and implementing a 401(k) style defined contribution plan for new employees."



Matt Bevin

These are good ideas even if not necessarily new ones. There is no good reason why state employees should have guaranteed benefits or minimum rates of return from their pension plans when the taxpayers in the private sector have neither.

Perhaps the battle of ideas in the GOP primary will embarrass or shame the anointed Democratic candidate, Attorney General Jack Conway, into actually saying what he would do if elected governor. After all, it is decades of Democratic governance, which he would extend, that has left Kentucky on the wrong end of so many state rankings. ■



John David Dyche is a Louisville attorney and political commentator for WDRB.com.





*Red e App, a four-year-old Louisville tech company, has developed a private business communication product that operates via employees' mobile devices. Amee Kent, marketing director; Patrick Goodman, chief product officer; and Jonathan Erwin, founder and CEO, and another 15 employees for Red e App work from a renovated building in the NuLu district near downtown.*

Red e App began in March 2011 with three employees and had 18 in its NuLu workplace in mid-April, which Erwin said moves the company slightly past being a start-up – the indefinite time period when entrepreneurs are trying to assemble the financial means and a team to bring an idea to market and begin operations.

"We're scrappy, but we're early stage scrappy," he said, smiling broadly. While still working very actively to attract investment capital, the company has transitioned from the idea-and-fund-raising stage to true operations.

"To graduate from 'start-up' is to grab the baton," Erwin said, and truly begin running.

There are many smart investors looking for people with great ideas, and there are many people with great ideas, he said, but investors' goal is finding those who have not only an idea but business skills.

"Do you have the perseverance and the stamina?" Erwin said.

Some 40 organizations ranging in size from 30 to several thousand employees now are using Red e App for their business communications, which can range from informing scattered personnel of their work schedules to revising everyone's employee handbook without printing and distributing any physical pages. Users include General Electric Appliance Park in Louisville; Papa John's International; Hosparus Hospice of Louisville, which has 400 employees; Seminole Gaming, a Florida-based operator of seven casinos, and Rio Tinto Group, an Australian mining company.

"We are having some of the biggest companies in the world calling us," Erwin said.

#### **"Match the technology to the user"**

Prospective users include any business with employees who either don't have an email-friendly work station or are too physically active to check it. This broad potential market encompasses hospitals and clinics, manufacturing, food service, retail, warehouse, transportation, hair salons and much more. Communication becomes more difficult as a business' number of employees grow and especially when they are never all in the same place at the same time.

## Getting the Private Mobile Message

Louisville entrepreneur's Red e App tool is filling business communication gaps in non-office workplaces

**BY MARK GREEN**

**L**OUISVILLE tech startup Red e App is finding a responsive market for the mobile business messaging platform it created for workplaces whose employees who aren't desk based, and thus harder to communicate with.

As a contained business communication app, Red e App addresses multiple issues that arise from relying on email and other older traditional modes. It is secure; companies control employees'

access, removal and can wipe their data; outsider can't see or send into the system; every message is read-verified to ensure it's not missed; and it uses employees' devices rather than the company's.

Founder/CEO Jonathan Erwin said the growing company has raised \$2.5 million from about 20 investors and expects to raise another \$4 million to \$6 million in 2015 and early 2016 as it continues to scale up.

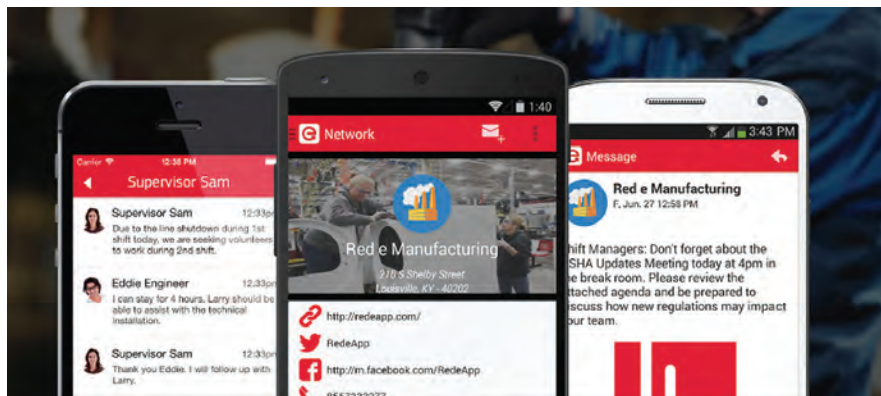
Staff photos

Of course, communication still must take place regularly.

The means to accomplishing it vary widely: Work shifts are posted on bulletin boards. Message trees are executed through layers of managers to front-line workers, by mouth, phone call, text message and email. Closed-circuit television presents talking heads, graphics and other video. Dedicated company Internet portals present new information and reference material. Copies of printed messages are stuffed into pay envelopes.

Email is today's most common method, and it can be effective. But many employees do not have email and many others have inboxes that are hopelessly overflowing.

The result of these various problems, said Patrick Goodman, chief product officer at Red e App, can range from message distortion in tone or content to non-communication. Even in an office workplace where everyone has a desk and company computer and email – where the typical day begins with coffee, email and responses – a manager who sends an important email can have to spend too much time following up to see if everyone received, saw and read it.



“The problem is to match the technology to the user behavior,” Goodman said.

#### Success came after “the pivot”

Red e App has evolved significantly since Erwin began with a general notion of developing a mobile-based messaging product. He had been involved in hosting.com, a former Louisville digital technology business acquired by a private investment group in 2009.



Apple had introduced the iPhone and its “applications” in 2007. It followed that in 2010 with the iPad tablet, and

*Sample screen shots of Red e App messages.*

this new universe of smart phones, tablets and the mobile Internet propelled a blooming of new businesses such as Facebook, Twitter and others.

The general economy may have still been staggering from the late 2008-early 2009 recession and economic crisis, but Internet-based business was “in full swing,” Erwin said.

“I knew I wanted to be in mobile,” he said, and began his business in 2011.

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As he and Goodman met with and presented to various businesses in Louisville, however, they got feedback that the business market wanted a private mobile messaging platform – not the public system Red e App was developing. They realized they needed to make a big pivot.

This somewhat painful dawning occurred in 2012, Goodman explained, when human resource managers with a local healthcare company complained that they had no way to communicate with 80 percent of their employees.

“You realize the market wants something different than what you have,” Goodman said, and this came about the same time the start-up also was facing its own major issue: “We have to make some money.”

“The pivot,” as Erwin and Goodman call it, occurred, and Red e App then began to hit its stride.

Valuable input came from the operators of a Louisville hair salon, Goodman said, who explained that email was not only too expensive for them, but regular employee turnover made it difficult to keep up with having new accounts activated and turned off through their IT service providers.

Additionally, company email accounts were subject not only to streams of non-work messages, such as when workers sign up for marketing deals or sports reports, but also to spam and even to security threats, such as phishing campaigns.

“When you get a message on Red e App, it is always about work,” Goodman

said. They designed in read-receipt for every message that “you can never turn it off,” he said, because managers too often are told their messages either weren’t seen or never arrived.

### Silicon Valley wouldn’t understand

Since the app system was designed from the outset to be very secure, Red e App messages comply with the federal Health Insurance Portability and Accountability Act of 1996. This allows healthcare personnel to use it to discuss or pass along private medical information, even attaching images of scans.

While individual employees must download and install Red e App on their own mobile device, they may gain access to their company’s private channel only after the employer has provided Red e App with a unique identification. The employer’s control over individual user accounts includes the ability to wipe all company messages from a user’s mobile device and close the company channel when an employee leaves.

Red e App has a special alert tone to notify employees of emergency conditions.

Goodman said that Kentucky’s overall work environment with a higher proportion of healthcare, manufacturing, distribution and other non-desk, non-office jobs played a role in the creation of Red e App, a digital tool one might expect to originate from Silicon Valley.

“This technology could not be born on the West Coast,” he said. There are

*Red e App employees collaborate on the company’s private business communication tool, which operates on mobile devices to provide work messaging and file sharing for companies with workers who do not have or regularly use an office work station. Companies using Red e App include manufacturers, restaurants, hair salons and transportation services.*

simply fewer workplace communication issues there, and the work culture is so different that potential investors probably wouldn’t relate to the need for the product.

However, research consistently finds that communication problems top the list of employee dissatisfaction issues, said Amee Kent, marketing director for Red e App.

Pricing varies somewhat based on industry and how that industry is accustomed to budgeting for operational expenses, Kent said. For example, manufacturing usually approaches such costs on a per-employee basis, but restaurants and retail typically budgeting by the store.

Red e App’s pricing per user per month is similar to most Software as a Service models and less than implementing email, Kent said. It is free for individuals to download, and the employer pays for the service. Pricing starts at \$5 per user per month and is discounted based on employee volume. ■

*Mark Green is editorial director of The Lane Report. He can be reached at [markgreen@lanereport.com](mailto:markgreen@lanereport.com).*

## OPINION

### CURB YOUR PESSIMISM

Dollar is strong with neither recession nor inflation anywhere in sight

BY LAWRENCE KUDLOW

THE economy has been in a soft, slow recovery for the past five-and-a-half years, the weakest rebound in generations. The Commerce Department's revision of fourth-quarter GDP shows that nothing much has changed. Over the past year, real economic growth registered 2.4 percent, slightly higher than the recovery average.

Winter economic reports for retail sales, manufacturing and capital investment point to a weaker first quarter, perhaps around 1 percent. Wall Street is talking about a possible profits recession, with expectations of a 2 or 3 percent drop in corporate earnings for the first half of 2015.

Coming off a deep recession, the rebound should have been 4 or 5 percent, not 2 percent. By some calculations, GDP is 10 percent – or nearly \$2 trillion – below its long-term trend, and jobs may be lagging by 8 to 10 million.

And unfortunately, a damaging business psychology prevails. It says that success must be punished and that redistribution is the way to solve inadequate growth, inequality and unhappiness.

But ... all this said ... it's possible to be too pessimistic. Very possible.

Start with profits, the lifeblood of the economy. The recent GDP report shows a slight profits decline in 2014, the first in years. But this is misleading.

More important, domestic nonfinancial profits, the core measure of U.S. earnings, increased 1.4 percent in the fourth quarter and 7.8 percent for 2014. On an annual basis these profits increased \$262 billion and were widespread across industries.

The big problem is not the United States but the rest of the world, which is

mostly in recession and saw profits drop \$36 billion in the fourth quarter. At roughly 18 percent, profits from the rest of the world account for the smallest share of corporate earnings since 2006.

By the way, GDP profits from the National Income Accounts are far larger, and therefore more telling, than S&P 500 profits. Initial quarterly estimates from GDP cover about 9,000 companies. Over time, annual revisions will cover roughly 4 million companies. And GDP profits are benchmarked to IRS tax filings, with no accounting shenanigans.

Another economic positive is the rise of the consumer. Rex Nutting of MarketWatch reminds us that consumers got a big windfall from plunging energy prices. Real incomes adjusted for taxes and inflation jumped at a 7.7 percent annual rate over the past three months. This could set the stage for a big boost in consumer spending.

The terrible winter and its feet of snow in the Northeast took its toll in Q1. But family spending likely will jump for the spring and further in summer. Along with this, the basic core of the private economy (consumption plus investment), which rose over 4 percent in the fourth quarter and 3.3 percent for 2014, will continue to advance.

Did somebody say King Dollar? It's holding down consumer prices and business costs (including energy). Even with a lousy world economy, U.S. exports increased 4.5 percent annually in the fourth quarter, while imports jumped 10.4 percent. So U.S. businesses are very competitive regarding export sales, and the rise in American imports from overseas will bolster the international economy.

As a result of the strong dollar, every import that American companies use for their products – be it autos, computers or mobile phones – is vastly cheaper. And when products are finished in the USA, figuring in lower domestic-wage demands and interest rates, cheaper U.S. products will lead to stronger exports because of a sound dollar.

Remember Japan in the 1970s and '80s, when the yen was running over 300 to the dollar (today it's 120) and the country was a massive export machine? There you go. A strong currency leads to cheap exports from lower interest rates, zero inflation and strong competitiveness.

In fact, the King Dollar/plunging-energy-price combination has substantially reduced the cost structure of American businesses, making them more competitive. And at the same time, the buying power of consumer incomes is significantly increased as prices for energy, food and virtually all goods and services have dropped.

One last encouraging point: C&I business loans have increased over 15 percent annually in the last three months and about 12.5 percent in the past year. That's a good sign, especially for Main Street business activity, which has been lagging for years.

The Fed will probably raise its target rate later rather than sooner, smaller rather than larger. I'm betting on October and December for some quarter-point rate hikes. That's consistent with high dollar and low commodity prices. I doubt long-term rates will change much at all.

We're not going to get the kind of growth that America is capable of producing until we get tax and regulatory relief and a better attitude about free-market capitalism. But I wouldn't get too pessimistic. ■



Lawrence Kudlow is CEO of Kudlow & Co., an economic and investment research firm in New York City.



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## The Doctor Will Skype You Now

Patients, providers and care systems all like telemedicine's ease, convenience and low cost

BY ESTHER ZUNKER

**A**nasty sinus infection. Pink eye. A strange rash. Most people have experienced conditions or ailments that need medical attention at times outside regular doctor's office hours, then had to pay hefty fees at emergency rooms or urgent treatment centers on nights and weekends.

There was no other choice except for sticking it out until morning or the next time the doctor was available – until recently. Thanks to new telemedicine pro-

grams like KentuckyOne Health's Anywhere Care and Anthem BlueCross BlueShield's LiveHealth Online, Kentucky patients now have inexpensive, 24-hour access to a variety of doctors with a few mouse and computer key clicks.

Baptist Health also has begun a limited telehealth services, currently only for Home Health heart patients in Madisonville.

And on April 30, UnitedHealthcare, the Minnesota-based health benefits provider for many Kentuckians,

announced it plans by next year to cover video-based doctor visits through three telemedicine companies, NowClinic, Doctor on Demand and American Well.

"Increasing access to healthcare and strengthening the primary care system in the commonwealth is an important step in our work to create a healthier Kentucky," said Ruth W. Brinkley, CEO of KentuckyOne Health.

Patients like telemedicine because it's fast and easy to use, and cheaper because it's a low-overhead service. Provider systems feel better about the low overhead, too. And doctors who provide telehealth care like being able to "see" more patients, sometimes doing so from their own homes.

The new telemedicine programs, said John Jesser, Anthem Blue Cross Blue Shield vice president of provider engagement strategy, represent a true shift in healthcare delivery by using



*Ruth W. Brinkley, CEO, KentuckyOne Health*



*John Jesser, Vice President Of Provider Engagement Strategy, Anthem BlueCross BlueShield*

technology to make treatment easier and more consumer friendly.

“At this critical juncture in our nation’s healthcare transformation, we are taking a lead in improving access to care and bringing a better healthcare experience to our Kentucky members,” Jesser said.

While telemedicine isn’t new, until recently it has been used mostly to expand access in rural areas with doctor shortages or connect primary-care doctors with specialists. The new approach represents a new way for telemedicine to give patients more control over their healthcare.

#### Non-emergency care via mobile devices

Both Anywhere Care and Live Health Online allow patients to use their smart phone, tablet or computer to initiate a live video visit with a U.S.-based, board certified doctor of their choice (profiles are available online) to discuss non-emergency health issues from home, work or any other location with Internet access. Doctors with both programs can provide a diagnosis, treatment and a prescription if needed – all for an affordable fee.

LiveHealth Online launched in 2013, first to national employers. It has expanded to the majority of Anthem’s health plan customers, including health exchange members. A LiveHealth Online visit for eligible members costs the same or less than a primary-care office visit.

Consumers who do not have Anthem Blue Cross Blue Shield in Kentucky as a health plan can use LiveHealth Online by signing up online and paying with a credit card. Doctors participating in LiveHealth Online typically charge \$49 per medical “visit.”

Anywhere Care launched in 2013 through a partnership with Carena Inc. and costs patients \$35 per visit whether they are covered by insurance or not.

Patients use both programs to communicate face-to-face with doctors about non-emergency medical conditions as colds, aches, sore throats, allergies, infections, rashes and minor injuries. Doctors may prescribe medications, recommend an over-the-counter medicine or provide home-care options. They cannot, however, prescribe or refill prescriptions for controlled substances such as narcotic pain relievers or lifestyle drugs.

If appropriate, healthcare providers will refer patients to an emergency department for a follow-up clinic visit. Anywhere Care and Live Health Online also can provide follow-up reports to the patient’s primary care doctor after an online visit.

Larry Shepherd of Louisville said he recently started feeling sick over the weekend and decided to try Anywhere Care.

“My regular doctor wasn’t open and I really didn’t want to wait until Monday



to get an appointment,” Shepherd said. “I called close to midnight and the doctor called back in about 5 minutes. She was very in-depth and asked me what remedies I had tried and what medications I have used before. I was very impressed with the doctor.”

Shepherd got his prescriptions filled Sunday morning and felt well enough to work Monday.

“I use (Live Health Online) when I don’t feel bad enough to go to the emergency room but bad enough to want to go to the doctor’s office,” said Deborah Sue Baker, Anthem BlueCross and BlueShield Kentucky member. “My doctor is an hour away and if I’m sick, that’s a long drive. And sometimes, it’s hard to get an appointment with my doctor.”

“The iPad app makes it easy,” she said. “The doctors are very professional and very thorough with their questions. They’ll even call in a prescription. It’s the best you can get without visiting a doctor.”

#### Providers can mobile-enable their practice

Jesser said telemedicine provides three main benefits to patients: expanded access to care, affordability and an improved consumer experience.

“As we know, care can be limited and is based on being able to get someplace when (a doctor) has an opening. They only have certain hours and that doesn’t always work for when people don’t feel well,” Jesser said. “(Telemedicine) expands access to care for the consumers, making it much more friendly to their schedule and lifestyles.”

“Also, because telemedicine doesn’t involve a lot of the overhead that is involved in offices, it allows the price point to be less expensive – especially

#### Kentucky Telemedicine Services

- **Live Health Online**  
To request care via Live Health Online, go online to [livehealthonline.com](http://livehealthonline.com).  
Cost: \$49 or your insurance copay.
- **KentuckyOne Anywhere Care**  
To request care via KentuckyOne Anywhere Care, call toll-free (855) 356-8054 or go online to [KentuckyOneAnywhereCare.org](http://KentuckyOneAnywhereCare.org).  
Cost: \$35
- **Baptist Health Home Care**  
The telehealth service now available in the Madisonville area requires a doctor’s order and eligibility for Home Care. For information, call (270) 824-3470.

less than going to the emergency room or urgent care center,” he said.

Consumer experience is improved because telemedicine programs are easy to use.

“You don’t have to have a PhD to understand it. You just get online, choose a doctor and you’re in a visit,” he said.

From the provider’s perspective, telemedicine has the potential to save hospitals and doctors money with less overhead, as well as increase the value of a doctor’s time. It essentially allows providers to web- or mobile-enable their practices.

“That allows them to be available to see patients face-to-face for more hours,” Jesser said. “One doctor in the same location can be available on mobile and web for their patients no matter where they live.”

Telemedicine could help doctors better manage patients who have chronic diseases or mobility issues, as it allows for frequent visits without the burden of travel. And getting early care



via telemedicine can help reduce the severity and duration of many typical illnesses such as the flu and infections.

Telemedicine is expected to lessen the burden on primary-care doctors who increasingly feel the pressure of a growing doctor shortage. The Association of American Medical Colleges estimates the United States will have 62,900 fewer doctors than needed this year, with the problem more acute in rural areas.

## 'Amazingly positive feedback from patients'

Anywhere Care has been extremely well received since it launched last August, said Kathy Love, director of strategy and business development for KentuckyOne Health's Central East Kentucky Market.

"We've had amazingly positive feedback from patients who have tried this service," Love said. "People have told me they've used (Anywhere Care) multiple times when they've needed it ... either late at night, or over the weekend."

While telemedicine is affordable and convenient, Love said patients still need a primary care doctor.

"This is definitely a service that's intended to be a complementary offering to your primary-care doctor if you can't get to them for whatever reason and have a non-emergency health condition like a sinus or ear infection," she said. "It's something you can access 24 hours a day with a very minimal wait and very professional providers, but it shouldn't replace your very important relationship with your primary-care doctor."

Recent upgrades to KentuckyOne Anywhere Care's system include an embedded video option to visually connect patients with providers directly without using an outside video chat service such as Skype.

Live Health Online has improvements on the horizon also. Anthem plans to expand the Spanish mobile app it has introduced in California nationally in the next couple of years. It is building behavioral health capabilities to add in 2016; it will include basic counseling, a program that provides registered dietitian advice, and lactation consultant services for new mothers.

One of its biggest telehealth challenges, Jesser said, is simply making sure people know programs exist and understand how they work. Live Health Online will work to increase awareness among Anthem members in the coming years, he said.



*Kathy Love,  
Director of  
Strategy and  
Business  
Development,  
Central East  
Kentucky  
Market,  
KentuckyOne  
Health*

## Employers manage costs, meet needs

The LG&E and KU power utility company is one of several major Kentucky businesses offering Live Health Online to their employees.

"We have employees spread out across Kentucky and into Virginia, so this is a beneficial alternative for employees who may not have this same level of convenient access to medical care for common symptoms and illnesses," said Liz Pratt, LG&E and KU public relations specialist. "We're continually evaluating services for our employees that allow us to continue to manage costs while still meeting employees' needs."

Stephanie Duncan, manager of labor relations for the company, said her overall experience with Live Health Online was very positive.

"Navigating through the process was straightforward, and I was impressed with the thoroughness of the physician's assessment," she said.

Dr. Charles Wallace, a practicing family medicine doctor in North Canton, Ohio, has both in-office hours, as well as designated time slots when he serves patients nationwide via the Live Health Online network. On a Saturday afternoon in mid-late April, he had already visited with nine different telemedicine patients from his home office.

"You get a wide variety of people of different ages – I never knew there were so many accents (in the U.S.)," Wallace said with a laugh. "My last two calls were regarding a 72-year-old lady and an 11-month-old baby."

Wallace said he enjoys the diversity of patients he encounters through the program, which is available to all Kentuckians and residents in 43 other states plus Washington D.C.

"For the most part, people really enjoy the experience," he said. "We're able to give good quality care. People have an expectation (for service), and we can fulfill it."

Wallace prescribes for about 80 percent of his Live Health Online patients, with acute sinusitis (sinus infection) being the most common diagnosis. Urinary tract infection, pink eye and other skin lesions are common also. He relies heavily on patients' explanations of their symptoms and guides them through a self-exam, sometimes using flashlights or cell phone lights.

Wallace uses his professional judgment to decide whether he has enough information to treat the patient or they should be seen face-to-face. For example, patients who need X-rays or lab work or who have complex medical conditions need to schedule in-person visits.

Repeat customers have come to trust him, Wallace said, and specifically seek

him out to pursue their medical concerns when they notice he is among the online doctors available.

"I usually always get a 'thank you' at the end of a visit," Wallace said. "I've thoroughly enjoyed my experience (with Live Health Online)...you get a few minutes to make a difference, and also potentially leave an impact on people from an educational standpoint."

## Managing chronic health conditions

Baptist Health Home Care began that major commonwealth provider system's first limited telehealth service late last month in Madisonville. Offered only to at-risk heart patients, the new interactive program launched April 21 links patients with nurse coaches to better monitor their health.

It includes in-home equipment such as weighing scales, a blood pressure cuff and pulse oximetry sensors to measure blood oxygen levels. Daily readings are transmitted via telephone lines or an internal cellular modem to a monitoring service. If any readings cause concern, a home health nurse is alerted to contact the patient.

The main objective is to teach patients to self-manage their chronic heart issues, thus reducing their time in the hospital, said Rebecca Cartright, state executive director for Baptist Health Home Care.

"This program gives patients a sense of security when we're not there that there's something monitoring their vital signs daily and making sure they're doing OK," she said.

Baptist Health expects the program to become a tool to detect and solve potential problems before they worsen and multiply, Cartright said. The new home telehealth program already detected one patient's weight gain, and a doctor helped remedy the situation.

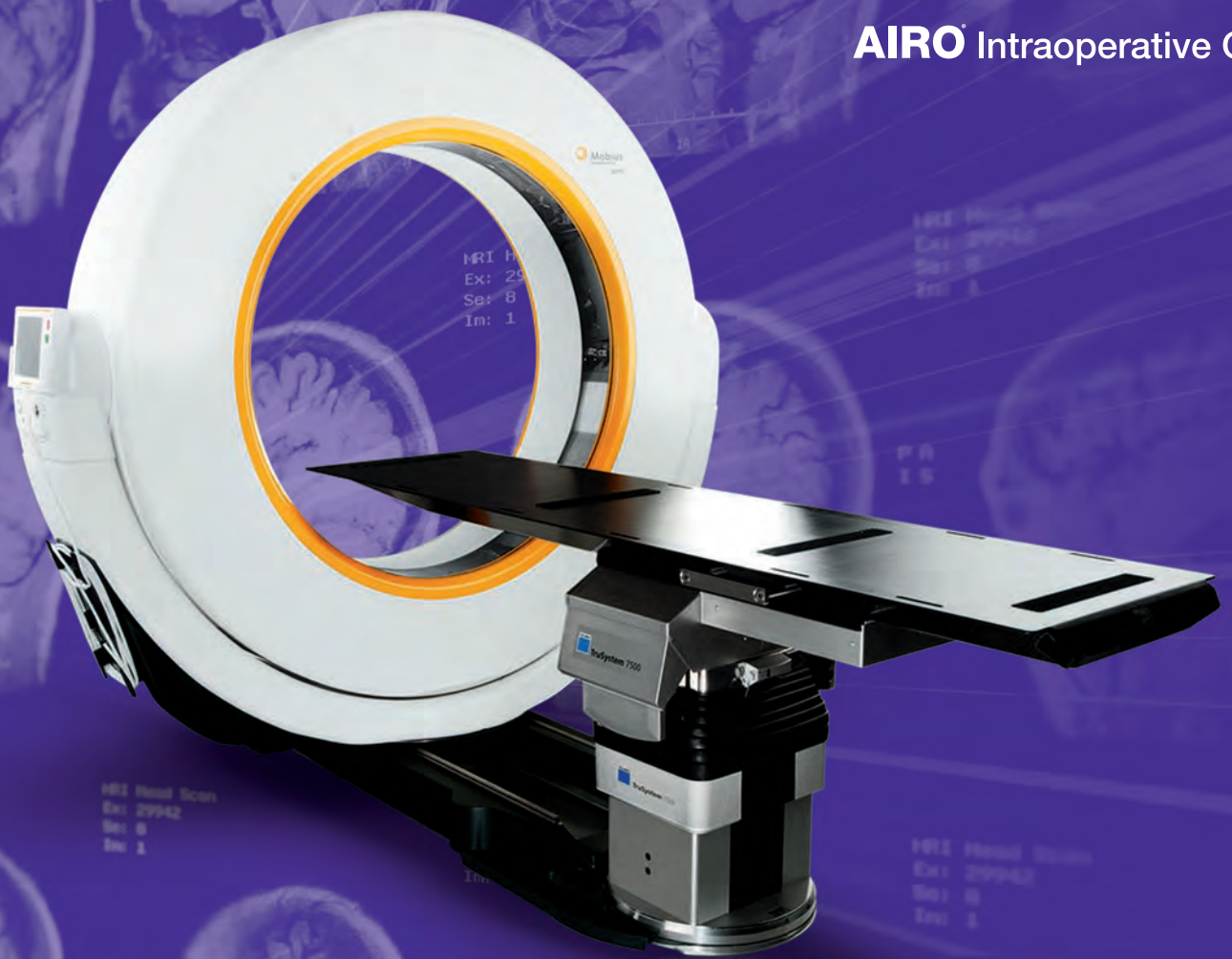
"We watch for signs that they (the patients) are getting into trouble," said Cyndi Clark, director of Home Care and Hospice with Baptist Health Home Care in Madisonville. "Then the nurses can teach the patient about cause and effect, such as how eating too much salt leads to unwell-water retention and weight gain."

In the coming months, Baptist Health Home Care will extend telehealth services to additional Kentucky communities, including Paducah, Louisville and Lexington. It may also eventually develop criteria for other sets of patients, Cartright said. ■



*Rebecca  
Cartright,  
State Executive  
Director,  
Baptist Health  
Home Care*

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



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## SPOTLIGHT ON THE ARTS

### Kentucky Artists Celebrate National Small Business Week

THE painter who sells his work at an art fair, the musician who uses her car for an office, the interior designer who consults with clients in his home office – each of those artists is operating a small business.

In recognition of National Small Business Week, May 4-8, the Kentucky Arts Council is taking the opportunity to promote the creative industry and to showcase how arts' impact extends beyond the aesthetic.

According to the arts council's Creative Industry Report, released in December 2014, artists in Kentucky's creative industry account for 108,498 workers, or 2.5 percent of the state's workforce. That's a greater percentage than Kentucky's auto and air manufacturing industry, according to data from

Economic Modeling Specialists International.

The creative industry – the sectors of Kentucky's economy that produce goods or services that are highly dependent on artistic, cultural, creative and/or aesthetic content – accounts for revenues of \$1.9 billion for small business owners. The average wage of a creative industry worker is \$34,299.

In a survey conducted for the *Creative Industry Report*, 31 percent of Kentucky artists say that creative work is their primary source of income.

Artists incur business expenses for rent, utilities and supplies, marketing, travel, training and more, and do all that while meeting a demand for their product, which is everything a small business does to survive and thrive.

Kentucky's creative industry is poised to generate even more with the passage of House Bill 340, which, in several ways, benefits filmmakers who want to shoot their projects on location in Kentucky.

The bill increases the income tax credit from 20 percent to 30 percent for each production's Kentucky-based spending. It significantly lowers the spending thresholds for filmmakers, making it easier to qualify for tax incentives. Productions may also receive an incentive of up to 35 percent for using Kentucky resident labor.

Kentucky has been a popular shooting location, used in several films including "Secretariat," "Elizabethtown" and "Seabiscuit."

### NEA Chairman Jane Chu Visits Kentucky



NATIONAL Endowment for the Arts (NEA) Chairman Jane Chu recently visited Kentucky to learn how the arts are creating livable communities and contributing toward economic and community development in the state.

"At the NEA we know the power of the arts to transform communities and revitalize local economies," Chu said. "I look forward to learning more about Kentucky's rich artistic heritage while also seeing firsthand how organizations are integrating the arts into their efforts to strengthen their communities."

The chairman's visit included a stop in Lexington where she met with local NEA and Kentucky Arts Council grant recipients

and visited the North Limestone Corridor, an NEA-supported project to promote the development of a cultural plan and public art for that area of Lexington.

Chu also visited Whitesburg, which is part of a "Promise Zone" designated by the U.S. Department of Housing and Urban Development. She participated in a roundtable discussion with stakeholders representing organizations that have received Our Town and ArtPlace America creative placemaking funding and toured Appalshop to learn more about the NEA-funded Appalachian Media Institute and traditional music program at WMMT FM radio.

### UK's McCorvey Earns Accolades from Ala. Council

UNIVERSITY of Kentucky Opera Theatre Director Everett McCorvey has earned the Alabama Distinguished Artist Award for 2015.

McCorvey, who is also a professor of voice at UK and vice chairman of the Kentucky Arts Council, is a native of Montgomery, Ala. He will receive the award at a ceremony on May 20 in Montgomery.

A fixture at many community music events throughout Kentucky, McCorvey received his degrees from the University of Alabama, including a doctorate of musical arts. He has given concerts, master classes and workshops throughout the United States, Europe and Asia as a soloist and with his wife, soprano Alicia Helm.

In addition to his work with UK Opera Theatre, McCorvey is founder and music director of the American Spiritual Ensemble, a group of 16 professional singers from across the U.S. and Canada. The group has toured the U.S. and Europe, including nine tours of Spain, performing concerts of spirituals and other works by African-American composers.



Everett McCorvey

### Arts Events Around the State

#### Jerry Seinfeld

SkyPac, Bowling Green  
7 p.m., May 28  
theskypac.com  
(270) 904-1880

#### Oak Ridge Boys

Paramount Arts Center, Ashland  
8 p.m., May 15  
paramountartscenter.com  
(606) 324-3175

#### Perplexity by Musick Studio

RiverPark Center, Owensboro  
2 & 7 p.m., May 17  
riverparkcenter.org  
(270) 687-2770

#### A Tradition of Variations from the Pilgrim/Roy Collection

National Quilt Museum, Paducah  
May 22 thru Aug. 17  
quiltmuseum.org  
(270) 442-8856

#### Kentucky Murals by Frank W. Long

Kentucky Artisan Center at Berea  
Now thru July 4  
kentuckyartisancenter.ky.gov  
(859) 985-5448

#### Travis Tritt

Mountain Arts Center, Prestonsburg  
7 p.m. Aug. 16  
macarts.com  
(606) 886-2623



Lori Meadows is executive director of the Kentucky Arts Council.

# EXPLORING KENTUCKY



*Jane's Saddlebag is a multifaceted attraction, located just off I-75 in Union.*

## A Mammoth Meeting Spot

Unique Northern Kentucky attraction offers fun for adults and kids alike

BY KATHERINE TANDY BROWN

**W**HEN searching for a spot to vacation or a place to convene, tourists and meeting planners alike so often hear the description of an attraction or a meetings destination as having “something for everyone” that the phrase has become a cliché. One that evokes skepticism. And rightly so. After all, how could that possibly be true?

Well, skeptics read on, for no matter your tastes, at Jane's Saddlebag in Union, near Big Bone Lick, you'd be hard pressed not to find something that floats your boat.

Billed as a heritage tourism destination, this multifaceted Northern Kentucky attraction is first and foremost a restaurant offering an expansive menu

of good ol', top of the line, picnic-style fare. Think barbecue, hamburgers, steaks, chicken and dumplings, crab cakes, bratwurst, chili, pot roast sandwiches, baked spaghetti, enchiladas and a dessert selection that includes pies, cakes and sundaes, all fresh-cooked and homemade and all to be eaten – weather permitting – in the great outdoors.

With a nod to its prehistoric connections, the property offers a menu special called the Woolly Mammoth Burger. After all, enormous animals frequented the area during the Ice Age for its salt licks and that big furry beast is the attraction's mascot.

Now, throw in a summer camp atmosphere for kids, wine tasting for parents, a 1700s replica flatboat at water's edge for exploring, hayrides for seeing the whole farm, a well-stocked petting zoo and even a wedding chapel. Don't plan to leave for at least three hours.

“We say that visiting Jane's Saddlebag (JSB) is like taking a vacation for a day,” says Tony DeMatteo, who owns the 35-acre complex on the Ohio River with partners Brett and Samantha Blackmore. “Jane” was Brett's grandma, for whom the attraction – which opened in 2004 – is named. “Saddlebag” was the old-fashioned term for the style of Jane's now-refurbished farmhouse – known these days as a duplex, with two front doors and a wall separating the sides.



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*The amphitheater  
at Jane's Saddlebag.*

"You feel like you're way out in the country," Matteo adds, "but we're just 15 minutes from the Richwood exit on I-75."

Complete with Wi-Fi capacity, JSB hosts retreats and meetings for nearly any size group. In 2014, corporate giant Amazon treated 3,000 of its employees to a day in the fresh air here and this year will bring around 4,000. An amphitheater and a wide picnic shelter can provide shelter from the midday sun. For smaller groups, should the weather take a turn, about 150 people can duck into indoor facilities.

Team building can be customized through obstacle courses and focused exercises to address a group's goals of any kind.

And as a bonus, while attendees are meeting, their families can immerse themselves in activities galore, some mentioned above.

For antiques and local handmade gifts, adult shopping mavens can hit Wyatt's General Store (named after Jane's great-grandson, now three years old and next-in-line to run the family business). Wine aficionados can belly up to the counter in the Whine Shoppe (and yes, that's the correct spelling!) to taste some of Kentucky's – and the nation's – finest fruits of the vine. Its covered patio overlooks the waters of the mighty Ohio. At a walk-up window, folks strolling the grounds can order a glass of wine, a wine slushie or a beer to sip

as they absorb early history and admire lovely vistas.

Little ones can actually walk among the animals at the petting zoo, which can keep kids busy for a good, long time. Among its inhabitants are varied colors and sizes of Boer goats, including local celebrity Star Lewis, a goat born with three legs; a miniature donkey; a paint pony, a 17-hand-tall paint-Percheron; a friendly llama; a potbelly pig named (of course) Miss Piggy; a spotted Watoosie cow with impressive horns; a miniature sheep; a Tennessee Walking Horse; and two Great Pyrenees dogs that keep watch over all the other critters.

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A brand new kids play land opened this spring, featuring a large pirate ship, a huge corn pit and tons of play equipment.

JSB also hosts a slew of annual events. In 2014 one of those was the largest wine festival in the state, with 22 wineries and 48 craft vendors, and it's returning even bigger in 2015 on Saturday, May 30th (rain date, May 31st) from 11 a.m. to 8 p.m., with live music all day, to include blues, rock 'n' roll, country and the promise of amazing riffs on guitar and the electric ukulele.

Bring your fancy ride to the annual car show on July 17 for all-day music, lunch and supper specials and trophies awarded for those snazzy wheels. There's a kids' festival on Aug. 22 and a Bluegrass Music Festival Sept. 19-20.

*Wyatt's General Store is brimming with antiques and local, handmade gift items.*

Recurring events include Friday Night Steak Night, Sunday Afternoon Jam Sessions and Friday Night Cruise-In's.

This loads-of-fun destination is open from April through October, Fridays from 11 a.m. to 8 p.m. and Saturdays and Sundays from 11 a.m. to 7 p.m. Hours can change due to private events and parties, so be sure to call before you journey to the country.

Find out more about Jane's Saddlebag at [janessaddlebag.com](http://janessaddlebag.com) or (859) 384-6617. For inquiries about private parties and corporate groups, call Tony at (859) 866-4383 or Brett at (859) 991-3144. ■

*The petting zoo features an array of unusual animals to fascinate young visitors.*



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



# Frankfort River Blast

June 26th & 27th

**Ribbon Cutting for Locks 1 thru 4**  
**Friday June 26<sup>th</sup>, 3:00 pm**  
**At Lock 4**

## Meet Us At The River In Frankfort

River View Park • 404 Wilkinson Blvd

Live Music • Food • Beer Garden

ART Market

Canoe and Kayak Rental • Paddling Contest

Boat Rides and Tours • Flotilla

Laser Show

## Friday, June 26, 2015

**3:00 p.m. Ribbon Cutting at Lock 4**

1021 Kentucky Avenue, Frankfort, KY

**7:00 p.m. Downtown Frankfort Summer Concert**

Old State Capitol — Broadway Street

## Saturday, June 27, 2015

**Frankfort River Blast Schedule at River View Park**

**\$2 Admission**

**Proceeds Benefit Riverside Children's Play Park**

**8:00 a.m. Registration for Paddling Races**

**9:00 a.m. Paddling Races Begin**

**10:00 a.m. to 7:00 p.m.**

ART Market • Children's Activities

**11:00 a.m. to 10:00 p.m.**

Food Vendors • Beer Garden

**Noon to 10:00 p.m. Live Music on Stage**  
**Noon**

Flotilla Presented by the Frankfort Boat Club

**1:30 to 6:00 p.m.**

Games for All Ages

**1:30 to 7:00 p.m. Boat Tours**

Nancy Wilkinson History Pontoon

KY River Thorobred (KSU Science Boat/Lab)

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### Top Workplace Killer of Kentuckians: Bad Heart Health

**W**HEN the Kentucky Labor Cabinet examined the causes of workplace fatalities in Kentucky from 2012-14, it found heart attack was the overwhelming No. 1 culprit.

Of 87 heart-related deaths on the job, 10 were truck drivers, seven were machine operators and six were maintenance workers. The average age was 53.

In that same three-year time period, another eight deaths occurred on the job from natural causes, such as pancreas failure, stroke and brain aneurism.

As for the 97 work-related fatalities the Labor Cabinet found, 28 were caused by being struck by an object, 19 from falls, 17 from transportation crashes, 13 from being caught in or between objects, seven from electrocution, and one each from hyperthermia and suffocation.

Gov. Steve Beshear launched kyhealthnow in 2014 as an aggressive initiative to reduce incidents and deaths from Kentucky's dismal health rankings and habits. It builds on Kentucky's suc-



cessful implementation of healthcare reform and uses multiple strategies during the next several years.

One goal of kyhealthnow is to reduce cardiovascular deaths in Kentucky 10 percent by 2019. With more than 12,000 deaths per year, Kentucky ranks 48 in the nation in cardiovascular deaths. State strategies for reducing heart-related deaths include:

- Increase by 25 percent the proportion of adults receiving aspirin therapy in accordance with guidelines.
- Increase the percentage of individuals receiving evidence-based smoking cessation treatment by 50 percent.

- Support the ongoing efforts of the Kentucky CARE Collaborative, a statewide effort designed to provide blood pressure awareness education within communities.

- Continue efforts to lower sodium intake in government-regulated facilities, given the link between sodium intake and cardiovascular disease.

- Support efforts by the Stroke Encounter Quality Improvement Project, a statewide voluntary initiative among hospitals to implement evidence-based integrated cardiovascular health systems in Kentucky.

"It's especially important to consider the health and wellness of the most significant driving force of our economy – the workers of Kentucky," said Kentucky Labor Cabinet Secretary Larry L. Roberts. "Employers should do everything they can to raise awareness about cardiovascular health, and everyone needs to keep an eye on their blood pressure and cholesterol levels while paying close attention to diet and exercise."

### SOAR License Plate Available for Pre-Order

**C**ORPORATE and institutional support is building for the Shaping Our Appalachian Region initiative, and individual Kentucky residents can express their backing by signing up for a SOAR license plate.

The Kentucky Transportation Cabinet approved a vehicle plate design featuring an eagle logo with an Eastern Kentucky mountain scene. A minimum of 900 applications for the plate must be received within two years before the plate can go into production.

The cost to apply is \$25. The SOAR organization will hold but not cash application checks until the 900 threshold is met. Those who applied then will receive a postcard letting them know the plate is available, and their \$25 fee will be credited toward the cost of registering the plate when the applicant picks it up.

It is suggested those requesting the plate give a \$10 donation to the organization at the time of registration; proceeds will be used for economic development grants in communities in the SOAR region.

"I encourage anyone who has participated or wants to participate in the SOAR initiative to register for this new plate," said Jared Arnett, SOAR executive director. "Motorists will be able to proudly display the SOAR logo and website address, and to show their support for SOAR's efforts."

After a dramatic loss of coal industry jobs that long have been a financial underpinning for thousands of families,

Gov. Steve Beshear and Rep. Hal Rogers began the SOAR initiative in late 2013 to address economic issues in the region, build on strengths and find community-generated solutions to chronic challenges.

Baptist Health recently signed on as the first healthcare partner to join in efforts to improve the quality of life in Eastern Kentucky. It has committed \$150,000 over the next three years and will work with SOAR to develop and implement health and education initiatives for residents of Appalachian Kentucky.

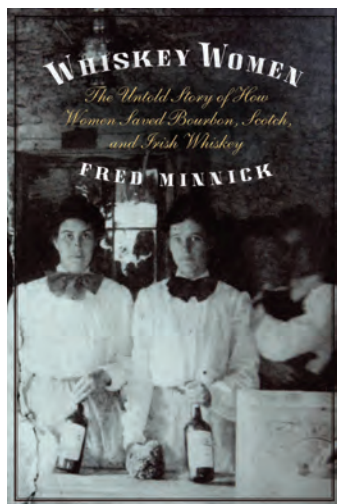
The Appalachian Regional Commission in February approved a \$200,000 grant to help fund the nonprofit SOAR organization's startup costs in finding ways to improve the economy of Eastern Kentucky. It is the first of four installments of an ARC grant announced last year totaling \$750,000 to be distributed over four years.

Last July, the Corporation for National and Community Service said it would invest more than \$1 million to engage 52 full-time AmeriCorps VISTA members in eastern Kentucky, and the U.S. Economic Development Administration committed \$312,000 in technical support by a consortium of nine Area Development Districts in the region.

An application and mailing instructions are available on the SOAR website at [soar-ky.org/soar-license-plate/](http://soar-ky.org/soar-license-plate/), which also has a rendering of the license plate design.



## 'Whiskey Women' Keeps Getting Noticed



KENTUCKY author Fred Minnick's 2013 book, "Whiskey Women," continues to receive unprecedented attention in the trade and mainstream media. In March alone, a year and a half after publication, Minnick's work had at least four very favorable media mentions.

*Spirits Business* magazine named it one of the Top 10 whiskey education books. *SoFAB Magazine* – a publication from the New Orleans-based SoFAB Institute, which celebrates the food and drink of all cultures, offered a glowing review. *The Dallas Morning News* credited the book for showing the feminine side of whiskey. The educational AlcoholProfessor.com site paid tribute to "Whiskey Women" on International Women's Day, which was March 8.



Fred Minnick

Additionally, the book influenced the new play "Women of Bourbon." The "Good Morning Arizona" television show and *Specialty Food News* magazine recently interviewed Minnick about "Whiskey Women."

"I continue to be thrilled to be sharing the stories of so many great women. Thank you, all, for the support," Minnick said.

Published in October 2013 by Potomac Books, the complete title is "Whiskey Women: The Untold Story of How Women Saved Bourbon, Scotch, and Irish Whiskey." It reveals the little known role of women throughout the history of distilled spirits – from the earliest beer brewers of Sumeria, household expertise in medicinal spirits use, founding distilleries, bringing about and surviving Prohibition, and then reviving operations that remained.

The whisky industry historically is seen as integrally masculine, but "Whiskey Women" is becoming essential reading for those interested to discover the stories of its female champions.

Minnick has a new book coming in mid-August titled "Bourbon Curious: A Simple Guide for the Savvy Drinker."

## Derby Divas Raise \$100,000 for Norton Breast Health Program



An April 16 Derby Divas event in Louisville raised over \$100,000 for good breast health, especially for underserved women in the Louisville community. A group of women civic leaders formed Derby Divas nine years ago to combine an interest in fashion and beauty with raising money for the Norton Cancer Institute Breast Health Program. Derby Divas has raised more than \$1 million. This spring a new "one-stop service" Derby Divas Breast Health Center opened at Norton Women's and Kosair Children's Hospital. The group aims to raise \$500,000 over the next five years to support the center.



## 55,000 Degrees Asks College Graduates to 'Pass the Cap'

55,000 Degrees, Louisville's ambitious workforce development movement, is recruiting the 2015 class of college graduates for an important job: Inspire friends and loved ones to earn a college degree, too.

This "Pass The Cap" campaign, now in its second year, asks the newest crop of degree-holders to symbolically hand off their graduation caps to someone they believe can earn a college degree. It might be a sibling, parent, friend, neighbor, an adult learner preparing to return to the classroom or someone who began but didn't finish the college journey.

55,000 Degrees, an initiative launched in 2010, aims to have 50 percent of Louisville's working-age adults be college degree holders by 2020. In 2014, Louisville had the highest percentage of working-age adults with a college degree in the community's history at 41.5 percent. Find more information at [55000degrees.org](http://55000degrees.org).

"We're building a stronger and smarter Louisville, with the hope of adding 55,000 additional degrees by 2020," said Mayor Greg Fischer, chairman of 55,000 Degrees. "By passing the cap, graduates will inspire the educational journey of others and get us closer to our goal – one degree at a time."

"Pass The Cap" employs a simple process:

- Choose someone – Graduates let someone know they will give their graduation cap to them after crossing the stage because they believe that person can earn a diploma, too.
- Tell everyone – Graduates are encouraged to take a photo or make a short video showing them passing the cap and then use social media to spread the word, using the hashtag #passthecap.

While 55,000 Degrees is a Louisville initiative, any Kentucky community would do well to adopt the general concept because education, which might also be spelled "s-k-i-l-l-s," is truly the tide that lifts all boats. "20,000 Certificates" anyone?



# KENTUCKY PEOPLE

## LEXINGTON: UPIKE POULTRY, KSU AQUAPONIC TEAMS WIN TOP PRIZES AT ALLTECH INNOVATION CONTEST



In a battle of brains among seven Kentucky universities in the 2015 Alltech Innovation Competition, it was Kentucky State University and the University of Pikeville who emerged as victors, respectively capturing the undergraduate and graduate first place designations. Each team won \$10,000, the amount with which Dr. Pearce Lyons founded Alltech, now a \$1 billion company operating in 128 countries. UPIKE won the graduate competition with Rhizofeed, their herbal extraction company based in Pikeville, while KSU captured first place in the undergrad competition with an aquaponics venture. Pictured top with Lyons (left) is the UPIKE team, including Erica Newsome; Wesley Arnett; Justin Prater; Van Clouse, competition moderator; David Snow, team adviser; Matthew Thacher; Molly Frank; Benjamin Clayton, adviser; and Paul Patton, former governor of Kentucky and the interim president of the University of Pikeville. In the bottom picture is Lyons (left) with the KSU team, which includes Abdul Turay; Tim Miller; Kristy Allen; and Carlous Chambers; with competition moderator Van Clouse.



## NEWPORT: AQUARIUM RECEIVES EARTH DAY CONSERVATION AWARD



The Newport Aquarium received accolades in April from the Kentucky Environmental Quality Commission for its ongoing environmental conservation efforts. The aquarium earned praise for promoting a "Water Story" throughout its exhibits with the goal of educating its guests about the importance of water conservation throughout the world. Pictured here are (left to right) Kentucky State Rep. Dennis Keene; WAVE Foundation at Newport Aquarium Program Conservation Manager Alle Barber (with Paula the penguin); and Newport Aquarium Executive Director Eric Rose.

## WINCHESTER: CLARK REGIONAL CEO PRESENTED WITH LEADERSHIP AWARD



Clark Regional Medical Center CEO Cherie Sibley was recently named "CEO of the Year" by LifePoint Hospitals, the parent company of CRMC. In presenting the award, Scott Raplee, president of LifePoint's Central Group, praised Sibley's work ethic and commitment to her medical staff, employees and community. Sibley started as a nurse in her hometown community hospital and progressed through leadership roles until ultimately being named CEO of CRMC in 2013. Pictured here at the award presentation are (left to right) Scott Raplee, Cherie Sibley and Bill Carpenter, chairman and CEO of LifePoint Hospitals.

## LEXINGTON: CAPACITY CROWD ATTENDS MAKER'S MARK RUPP BOTTLE SIGNING



The Keene Barn and Entertainment Center at Keeneland was packed on April 10 with enthusiastic fans of University of Kentucky men's basketball and bourbon for the latest Maker's Mark commemorative bottle signing. The 2015 version of the bottle features legendary UK coach Adolph Rupp. Bottle signers included former basketball players who had played for Rupp at UK. Joining Maker's Mark Chief Operating Officer Rob Samuels (second from left) were (left to right) former UK players Adrian "Odie" Smith, Cliff Hagan, Dan Issel, Frank Ramsey and Keeneland President and CEO Bill Thomason.



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