

# Northern Kentucky

MARKET REVIEW 2018

## Working in Unison for a Shared Vision

Northern Kentucky's rise combines innovation, business focus, good governance and community enthusiasm



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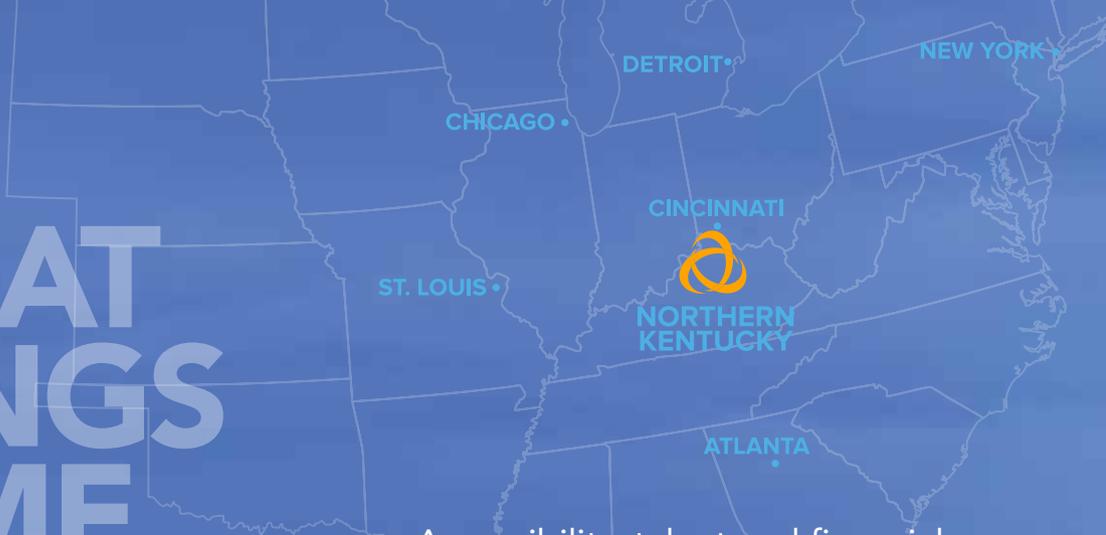
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# Northern Kentucky

## MARKET REVIEW 2018



On the Cover: Northern Kentucky from above.  
Cover Photo by Red Fly Pictures

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Published by



**Northern Kentucky Market Review is a community profile published annually by Lane Communications Group.**

<b>Publisher</b> DICK KELLY	<b>Circulation/IT</b> JOSIAH WHITE	<b>Marketing Consultants</b> CURTISS SMITH MELISSA McGARRY KRISTINA DAHL	<b>Design &amp; Production</b> STONE ADVISORY
<b>Executive Editor/Vice President</b> MARK GREEN	<b>Director of Business Operations</b> NICOLE CONYERS	<b>IT Services</b> NETGAIN TECHNOLOGIES	<b>Pre-press &amp; Printing</b> PUBLISHERS PRINTING CO.
<b>Market Review Editor</b> ABBY LAUB	<b>Senior Associate Publisher</b> DONNA HODSDON	<b>Internet Services</b> QX.net	 <b>Founder</b> ED LANE 1985-2015
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Northern Kentucky Market Review is a community profile published by Lane Communications Group. For information and advertising rates, contact Lane Communications Group, 201 East Main Street, Lexington, KY, 40507, Voice: (859) 244-3500, Fax: (859) 244-3555, lanereport.com

Data in Northern Kentucky Market Review have been provided by many local state and federal agencies, including Tri-ED, NKY Chamber, the Kentucky Cabinet for Economic Development and the Kentucky State Data Center. All data are believed to be accurate and current, but are not warranted by Lane Communications Group.

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The Catalytic Fund photo

# NKY is ready to serve you

Thanks for picking up a copy of The Lane Report's 2018 Market Review of Northern Kentucky. We at the NKY Chamber of Commerce and Northern Kentucky Tri-ED hope that you'll find our second edition focused on Northern Kentucky's impressive business community and the assets that drive it to be both productive and fun.

Northern Kentucky has so much to offer both businesses and employees. We pride ourselves on our regional collaborative spirit, the strength of our corporate and government relationships, and our ability to welcome newcomers and help them get connected throughout Greater Cincinnati and beyond. In these pages, you'll not only read about the economic breakthroughs we are making in the fields of manufacturing, health care, and logistics, but you'll also learn about the many layers that add richness to our quality of life in Northern Kentucky.

One of the best things about Northern Kentucky is that you'll find a vibrant urban scene, booming outlying cities, and picturesque rural landscapes – all within minutes of each other. These layers come together in such a way that we are able to attract world class business talent with the comforts of convenient living. This balance has brought about remarkable success stories that you'll read about it in these pages.

Our businesses are ready to serve you as learn more about us. Enjoy this market report and please feel free to reach out to us at Tri-ED or the NKY Chamber of Commerce.

Sincerely,



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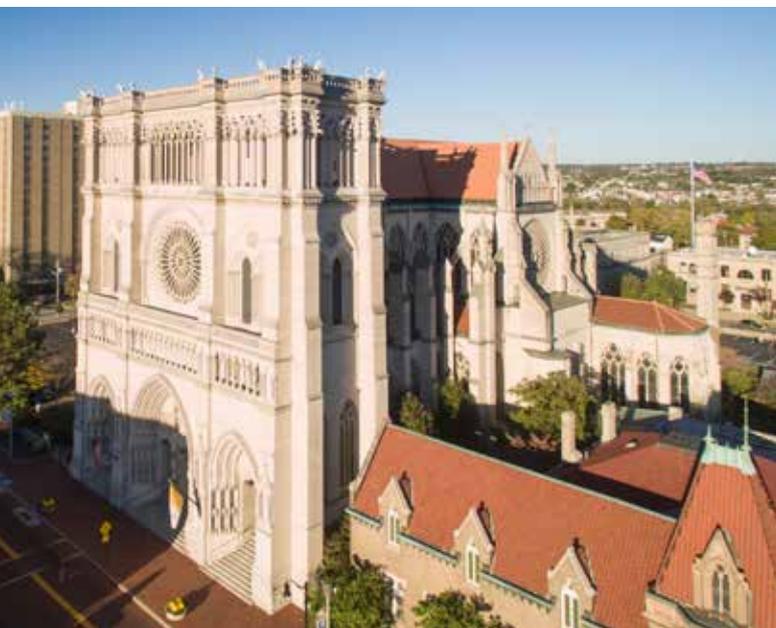
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# Friendly atmosphere, desirable locations

Northern Kentucky's culture has it all –  
restaurants, riverfront, real estate and more



Red Fly Pictures photo



Above: Salsa Night on Fountain Square in downtown Cincinnati happens every Thursday night during the spring and summer. Dancers enjoy hot salsa bands, skilled instruction and food and drinks.

Left: One of only 35 minor basilicas in the United States, Cathedral Basilica of the Assumption in Covington is a beautiful piece of Gothic architecture dating back to the late 1800s.



Above: Riverfest is a massive end-of-summer party that includes food, music and a massive fireworks display. Revelers flock to both sides of the Ohio River for a day and night of fun.

Right: The pedestrian-only Purple People Bridge often hosts events and festivals, including a weekly party on the bridge with live bands, food from local food trucks, and drinks to raise money for bridge maintenance.

Below: The Ascent at Roebling's Bridge in Covington is a notable fixture of the Northern Kentucky skyline. It was completed in 2008 and houses luxury residences.



Joe Bayer photo



Above: Initially born in a family garage in Union, Braxton Brewing is now a brewery in Covington that is an integral part of the Northern Kentucky community. It hosts trivia nights, live music and more monthly events.



Above: The 2018 calendar for Kentucky Speedway in Sparta includes the NASCAR Camping World Truck Series, the NASCAR XFINITY Series "Alco 300" and the Monster Energy NASCAR Cup Series "Quaker State 400."



Left: The World Peace Bell in downtown Newport is the world's largest free-swinging bell. It is 12 feet in diameter 12 feet high and weighs 66,000 pounds; the clapper alone weighs 6,878 pounds. Its yoke is an additional 16,512 pounds. When powered up and swung into a ring, its resonant, awe-inspiring striking continues for several minutes.

Below: Music Hall, commonly known as Cincinnati Music Hall, is a classical music performance hall in Cincinnati that was built in 1878. It sits next to the vibrant Washington Park and hosts dozens of events.



Joe Simo photo

BB Riverboats is one of Greater Cincinnati's top attractions and has served the area for more than three decades. It offers lunch, dinner and sightseeing cruises on the Ohio River.





Above: Downtown Covington was one of three communities honored with a 2017 Great American Main Street Award by the National Main Street Center.

Right: The first authentic Hofbräuhaus in America, Hofbräuhaus Newport is modeled after the legendary 400-year-old Hofbräuhaus in Munich, Germany. Guests enjoy many of the traditions from Germany that have made Hofbräuhaus famous. It offers visitors beer that is brewed on-site, excellent German fare, and a memorable indoor and patio experience, and hosts meetings..



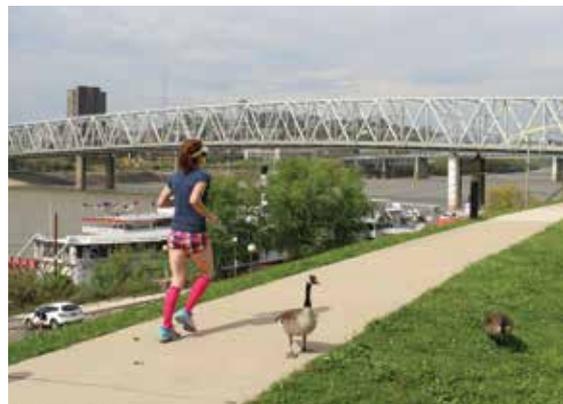
Byn Weiler Photography photo



Above: Ohio River Paddlefest is a nine-mile float down the Ohio River through downtown Cincinnati and Northern Kentucky every summer.

Left: Western & Southern/WEBN Fireworks is Cincinnati USA's booming, end-of-summer blowout that concludes with one of the largest fireworks displays in the Midwest. The tradition is more than 40 years old and has grown into an all-day affair with music, food and family fun and entertainment. On both sides of the river, nearly a half-million people view the choreographed Rozzi's Fireworks show while listening to a synchronized soundtrack on WEBN.

Below: Riverfront Commons is an 11.5-mile walking and biking path that runs along the Ohio River from the city of Ludlow on the west to the city of Fort Thomas on the east. Eco-system restoration, riverside stabilization, economic development and recreation are benefits from the development of this venue. Already in progress, Riverfront Commons will seamlessly connect over the Purple People Bridge to trails in Cincinnati, to the Licking River Greenway in Northern Kentucky, and to Devou Park in Covington.





Donna Hodsdon photo



Above: Northern Kentucky's riverfront is a major tourism draw and economic driver.

Left: The Newport Aquarium at Newport on the Levee has 70 exhibits and 14 galleries, including five seamless acrylic tunnels totaling over 200 feet in length.



National Underground Railroad Freedom Center photo



3CDC photo

Above: Northern Kentucky's pedestrian waterfront access is one of the reasons people love calling the region home. Cincinnati Red Bike has portals that allow for easy connection between the Southbank and Cincinnati's urban core.

Left: The National Underground Railroad Freedom Center is a museum in downtown Cincinnati. Within easy driving and walking distance, attractions in Cincinnati are an asset to residents in and visitors to Northern Kentucky.



Mikki Schafner photo

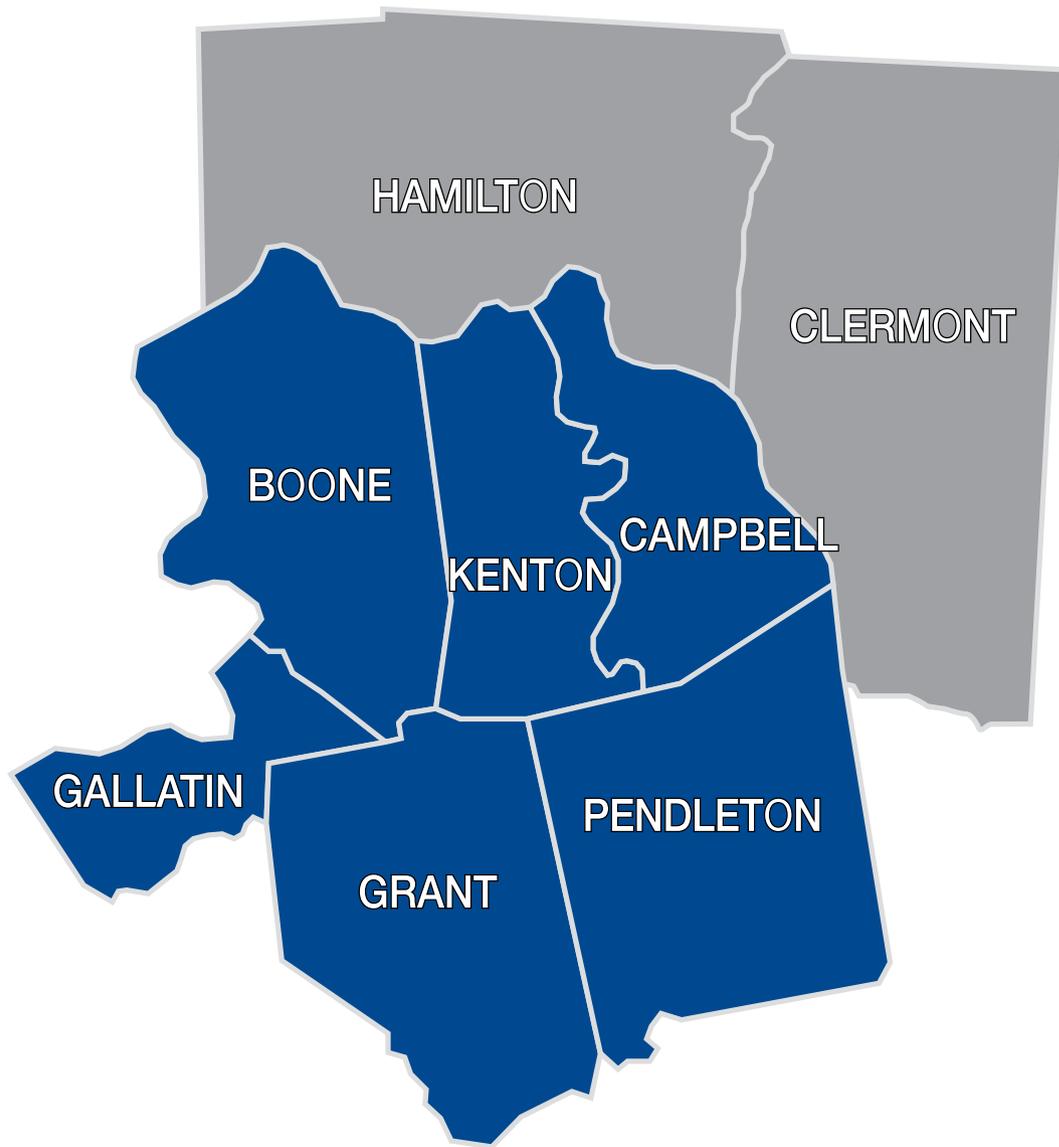
Above: The Covington-based Carnegie Center is home to a gallery, education center and theater, showcasing popular performances like "Chicago."

Right: Northern Kentucky's Southbank is known for its historic neighborhoods. The Catalytic Development Funding Corp. of Northern Kentucky (The Catalytic Fund) is a private sector, not for profit organization that aims in part to rebuild historic neighborhoods through residential and commercial development.



The Catalytic Fund photo

# Northern Kentucky by the Numbers



## County Populations

	Actual		Projected			
	2000	2010	2018	2020	2030	2040
<b>Boone</b>	85,991	118,811	134,496	153,933	190,270	224,687
<b>Campbell</b>	88,616	90,336	92,565	91,642	90,731	88,012
<b>Clermont (OH)</b>	177,977	197,363	206,458	208,330	214,090	216,190
<b>Gallatin</b>	7,870	8,589	8,769	9,264	9,695	9,863
<b>Grant</b>	22,384	24,662	24,779	26,917	28,768	30,090
<b>Hamilton (OH)</b>	845,303	802,374	791,952	790,600	785,900	786,090
<b>Kenton</b>	151,464	159,720	167,636	168,458	174,699	177,963
<b>Pendleton</b>	14,390	14,877	15,387	15,387	15,489	15,118
<b>Totals</b>	<b>1,393,995</b>	<b>1,416,732</b>	<b>1,442,042</b>	<b>1,464,531</b>	<b>1,509,642</b>	<b>1,548,013</b>

Sources: Kentucky State Data Center, Ohio Development Services Agency



## ADVANCING INDUSTRIES

At Northern Kentucky Tri-ED, it is our mission to build a world-class economy in Northern Kentucky through the expansion of existing businesses and the creation and attraction of high-quality, primary industry employers. To that end, Northern Kentucky had a record-breaking year in 2017 – more than \$1.6 billion in capital investment and 3,000+ jobs were announced in our three-county region. Notably, Amazon Prime Air announced a new cargo air hub at CVG Airport, the single largest investment ever made in the region and one that we fully anticipate will bring significant and sustained additional investment into the region. Each of the 650+ projects we have worked since 1987 have contributed to the stability, diversity and vibrancy of our local economy. I invite you to take a look at some of the work we accomplished in 2017 and the collaborative, regional efforts that make this progress possible.

**Daniel E. Tobergte, President & CEO, Northern Kentucky Tri-ED**

## EXPAND & SUPPORT EXISTING COMPANIES

Tri-ED's Business Retention & Expansion program is a free, one-stop resource that connects businesses with solutions to meet their challenges and help sustain and grow jobs within the region.



**75** Face-to-face visits with primary industry companies

**7** Industry intelligence and appreciation events reached 120+ companies

**18** Expansion projects from existing companies

## CREATE AND GROW NEW COMPANIES

Entrepreneurship initiatives that are supported by Tri-ED through the KY Innovation Network @ NKY and UpTech, NKY's business accelerator, help to foster a collaborative technology startup ecosystem that offers connections to business leaders and mentors and provides access to capital that allows companies to grow and create jobs.



**64** Clients assisted

**161** Jobs created by Innovation Network clients

**\$31M** Invested into Innovation Network clients

# DIVERSIFY WITH **NEW INDUSTRIES**

## 6 TARGET INDUSTRIES



**Automotive**



**Aerospace/Aviation**



**Financial Services**



**Food & Flavor**



**Life Sciences**



**Logistics Tech**

Tri-ED uses a range of marketing strategies to attract new primary industry companies to the region, including face-to-face meetings with site consultants and companies at trade shows, events across the country and internationally and multi-channel marketing tactics promoting Greater Cincinnati and Northern Kentucky.

**16**

Mission and conference trips to 12 states and 2 countries

**88**

New, active projects

## TACKLE CHALLENGES & OPPORTUNITIES

Tri-ED works with regional partners to identify and address challenges and opportunities that will impact our regional ability to retain and attract companies. By partnering with allies like the Northern Kentucky Chamber of Commerce, we are able to leverage greater resources to achieve significant outcomes.



Tri-ED continues to work with allied organizations towards a systematic and sustainable cradle-to-careers approach to talent development for the region.



Tri-ED analyzed more than 120,000 land parcels in Boone, Kenton and Campbell counties for potential future industrial development.



Tri-ED, in partnership with the NKY Chamber and the Building Industry Association of NKY, released a white paper on the impact of rising streams and wetlands mitigation costs that fostered tangible results.

## WE GET RESULTS 1987 - 2017

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**PROJECTS WON**

**66000+**

**JOBS ANNOUNCED**

**\$8+ BILLION**

**CAPITAL INVESTMENT ANNOUNCED**

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# NKY is leading the way

Chamber and its new leader aim to build on achievements of first 50 years

BY BRENT COOPER

As the new Northern Kentucky Chamber of Commerce President and CEO I'm often asked "why NKY?" I'm pleased to say that the answer expands every month for the better. My response is often, "Well, how long do you have?" After all, as a region, we've got a lot going for us.

Whether it's the strength of our small business community, our laid-back urban feel, the large businesses that have made Northern Kentucky home or our talented workforce, now is simply a great time to live, work and play in our region.

Next year the Northern Kentucky Chamber of Commerce celebrates 50 years in existence. Since our formation in 1969, we have worked to foster strategic business growth and leadership opportunities throughout the region. The NKY Chamber has become a successful growth driver throughout the region, in Frankfort, and Washington, D.C.

It's our hope that the NKY Chamber can build on the achievements of our first 50 years, and continue to foster growth in an innovative and productive way by leading, connecting, and advocating



Brent Cooper, President/CEO, NKY Chamber

for the business community and professionals in our region.

Above all, we'll continue to work diligently with the community to grow and establish meaningful partnerships to move the region forward and solidify our position as a great place to do business for the next 50 years and beyond.

## Legislative Wins

Recent changes in the Kentucky General Assembly have brought Republicans into leadership in the House of Representatives, Senate and the Governor's Office. With those changes, many of the NKY Chamber's legislative priorities were signed into law this past year.

Those top priorities included creating Kentucky as a right to work state, repealing prevailing wage laws and establishing medical review panels. Another major issue for our region was the passage of outcomes-based funding for post-secondary education. This will be good for all of Kentucky, but especially Northern Kentucky University, to have such funding be allocated in a strategic and fair manner.

We continue to work with the Kentucky General Assembly and Governor Matt Bevin to improve the business climate in Northern Kentucky to create a healthy business climate and healthier communities.

## Leading the Way in Professional Development

The NKY Chamber is committed to providing top quality professional development and leadership initiatives to engage and retain a talented workforce in our region. From early career to the C-suite, professional development opportunities exist for employees at every level to achieve their career objectives and reach their full potential.



Chamber of Commerce

Workforce initiatives are a top priority for the NKY Chamber. We advocate for policies and practices that will support our regional business goals and cultivate a talented workforce well into the future. Our goal is to ensure our business community is knowledgeable on industry trends and provided the resources they need to stay compliant, healthy, productive and fueled by a strong pool of talented employees.

A motivated and talented workforce is a key success driver for our region. The NKY Chamber provides the resources and training opportunities that can continue to move our region forward. The workforce committee is focused on diversity and



Next year the Northern Kentucky Chamber of Commerce celebrates 50 years in existence of helping companies in the region thrive.

“Above all, we’ll continue to work diligently with the community to grow and establish meaningful partnerships to move the region forward and solidify our position as a great place to do business for the next 50 years and beyond.”

— Brent Cooper,  
President/CEO, NKY Chamber

inclusion, employer best practices, labor law, and wellness and safety.

Leadership NKY (LNK) is targeted toward harnessing and developing the talents of a diverse group of potential, emerging and existing community advocates using the community as a classroom to develop leaders who will effectively serve the region.

Regional Youth Leadership (RYL) serves the future workforce of our region, specifically high school juniors in Cincinnati and Northern Kentucky. This program provides the opportunity for collaboration among a diverse group of students from the tri-state region attending public, private and home schools in urban, rural and suburban schools.

### Fostering Meaningful Business Connections

Created to inspire area businesswomen in Northern Kentucky and Greater Cincinnati to connect, grow and achieve, the NKY Chamber started the Women’s Initiative in 2008, and it continues to be the fastest growing area of the chamber. A leading organization for women of all career stages working toward business and professional success, the women’s initiative is committed to helping area employers meet the rising professional development goals for their employees.

At the NKY Chamber we see ourselves as an advocate and partner to small businesses across the region. Approximately 85 percent of member companies have 50 people or less. Small businesses are the fuel that drives the country forward and our region is no exception. The NKY Chamber’s role is to act as a catalyst for small business innovation, by creating opportunities for this community to thrive.

The Northern Kentucky International Trade Association (NKITA) is the singular point for Northern Kentucky businesses to gain guided access to the network of import and export resources.

### Advocating for Members from the Bluegrass to the Beltway

Each year the NKY Chamber identifies key legislative issues that will affect the

region, our members and the 175,000 taxpayers that we represent. Once issues are identified, policy development committees analyze and evaluate the issues and the potential impact on businesses. Our advocacy committees have dedicated many hours toward developing and refining policies.

Members and future members can plan to attend one of many events to learn more and connect with legislators and government officials. Some events include our popular Eggs N’ Issues breakfast events, Government Forums, and many more throughout the year.

### Get Involved

For more information on how your business can be involved in the NKY Chamber, and how membership can benefit your organization, contact Lynn Abeln at [labeln@nkychamber.com](mailto:labeln@nkychamber.com) or (859) 578-6390. ●



Cincinnati/Northern Kentucky International Airport is one of the region’s biggest economic drivers and a partner of the chamber’s.

# Drawing together local leaders

The NKADD is a unifying, empowering force in the area

THE Northern Kentucky Area Development District is a collaboration of local leaders and staff educating and empowering communities by implementing quality services through specific areas of expertise in Aging, Community Development, Human Services, and Workforce Development.

The NKADD covers Boone, Campbell, Carroll, Gallatin, Grant, Kenton, Owen and Pendleton counties, including the cities of Alexandria, Bellevue, Bromley, Butler, California, Carrollton, Cold Spring, Corinth, Covington, Crescent Springs, Crestview, Crestview Hills,



Crittenden, Dayton, DeMossville, Dry Ridge, Edgewood, Elsmere, Erlanger, Fairview, Falmouth, Florence, Fort Mitchell, Fort Thomas, Fort Wright, Ghent, Glencoe, Gratz, Highland Heights, Independence, Kenton Vale, Lakeside Park, Latonia Lakes, Ludlow, Melbourne, Mentor, Monterey, Newport, Owenton, Park Hills, Prestonville, Ryland Heights,

Sanders, Silver Grove, Southgate, Sparta, Taylor Mill, Union, Villa Hills, Visalia, Walton, Warsaw, Wilder, Williamstown, Woodlawn and Worthville.

Volunteer members comprise:

- 21 Area Transportation Council
- 24 Council on Aging
- 48 NKADD Board of Directors
- 9 Northern Kentucky Regional Ethics Enforcement Committee
- 8 Regional Water Planning Council
- 7 Revolving Loan Fund
- 33 Workforce Investment Board

For more information, visit [nkadd.org](http://nkadd.org).

## Workforce Development



Job Placements



Employer Job Postings



Applicant Interviews

## Public Administration and Community Development



\$813,498

Active Revolving Loan Funds



Regional Grant Dollars Obtained



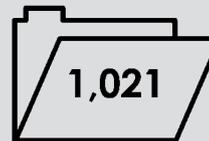
## Human Services and Case Management



Aging & Disability Resource Center Calls



Senior Center Attendance



Case Management Clients



Ombudsman Volunteers

508  
Medicaid Waiver  
Clients Served



4,857

Total Clients Served

Information from FY2017

# where's your favorite place to showcase your hometown pride?



1. Ark Encounter 2. General James Taylor Park 3. BB Riverboats  
 4. Old Kentucky Bourbon Bar 5. Purple Poulet 6. Boone County Distilling 7. Frida 602  
 8. Coppin's at Hotel Covington 9. Braxton Brewing Company 10. Roebling Bridge  
 11. Greyhound Tavern 12. Roebling Bridge 13. Newberry Bros. Coffee & Prohibition Bourbon Bar  
 14. Ark Encounter 15. Creation Museum 16. Newport Aquarium 17. Newport Aquarium  
 18. Cincinnati Zoo & Botanical Garden 19. Smoke Justis 20. New Riff Distilling  
 21. Hofbrauhaus Newport 22. Madison Avenue, Covington 23. BB Riverboats  
 24. Florence Y'all Water Tower 25. Otto's 26. Carabello Coffee 27. Rabbit Hash General Store  
 28. Mainstrasse Village 29. Ark Encounter 30. The Gruff 31. Devou Park

#makeitNKY

# Working in unison for aggressive goals

Regional growth is a product of innovation, undistracted private focus and good governance

BY ABBY LAUB

It's safe to say Northern Kentucky is "having a moment." The northernmost tip of Kentucky sits advantageously next to one of the nation's biggest metropolises. But the six-county section of the Bluegrass State is blazing its own path through a genius combination of private enterprise, political unity, community activism, and an engaged and invested populace.

A balanced approach with emphasis on the riverfront and Southbank lifestyle, the manufacturing and logistics sectors in places like Florence and Hebron, dynamite announcements at Cincinnati/Northern Kentucky International Airport, continually growing healthcare and education prowess, hopping commercial and residential estate markets, intentional historic preservation and leadership collaboration make the region a bright spot that other areas can learn from.

"Northern Kentucky has struggled for a while. It's been down on its luck, but the same can be said for a lot of places in America and Kentucky, but it's an incredibly vibrant area," said Kentucky Gov. Matt Bevin. "It's a huge part of the infrastructure of America. It has a river that's just beautiful, the people are great, the seasons are great – it has everything. It's a matter of dusting it off, holding it up, letting the sun reflect off of it. It will attract people, and I think the future of Northern Kentucky is extremely bright."



Matt Bevin,  
Governor  
of Kentucky



Time Hofmann of TM Photography photo

The governor is a fan. "It's got everything – it's a vibrant, key part of America," Bevin said. "I don't think there's anything Northern Kentucky can't do as well or better than anyone else."

Northern Kentucky Chamber of Commerce President and CEO Brent Cooper said Northern Kentucky is disproportionately strong compared to the rest of the state in logistics, transportation and distribution, but also cited the formidable manufacturing and healthcare sectors that employ one in four of the region's working people. All of



Brent Cooper,  
President/CEO,  
Northern  
Kentucky  
Chamber of  
Commerce

CTI Clinical Trial & Consulting Services officially opened its headquarters in Covington's RiverCenter in October 2017. At the ribbon cutting, pictured left to right, are Tom Banta, managing director of Corporex; Paul Ritter, Esq., SVP & chief legal officer of CTI; Kentucky Gov. Matt Bevin, Lynn Fallon, president of CTI; Bill Butler, chairman and CEO of Corporex; and Tim Schroeder, CEO of CTI.

these sectors are intrinsically connected, and they work together.

"It's a team effort here in Northern Kentucky," he said, pointing to new developments like Northern Kentucky University's \$97 million Health Innovation Center, which soon will link education and healthcare in cutting edge ways and focus on many of the chronic illnesses affecting Kentuckians, including behavioral health. "This is a big joint venture. Healthcare will really drive the state."

Northern Kentucky also has its sights set on the booming tourism sector. A significant milestone was reached in late 2017 when all three fiscal courts from Kenton, Campbell and Boone counties unanimously voted for a 1 percent increase in the bed tax to begin funding an all-new Northern Kentucky Convention Center. Though it comprises only six counties, Northern Kentucky accounts for 20 percent of the state's tourism spending.

Prime real estate is one of Northern Kentucky's great selling points. Residents have deep housing stock of all varieties.



Red Fly Pictures photo

Thanks to a solid partnership of state, regional and local leaders, CTI Clinical Trial & Consulting Services sits in Corporex's RiverCenter towers with great views of Cincinnati. Northern Kentucky is working hard to bolster its business prowess, and the high-profile \$36.4 million CTI move was a major win in 2017.

"Our convention center makes money, but it could make a lot more money," Cooper pointed out.

A new convention center plan is beginning to emerge. The present prime riverfront location in Covington will continue to be a major asset for the local economy. Also, Northern Kentucky was just named as the newest "official gateway" to the world-famous Kentucky Bourbon Trail by the Kentucky Distillers' Association.



### Frankfort is on board

The attention given to Northern Kentucky by the state capital also is significant. One big deal in 2017 that came out of that partnership was CTI Clinical Trial & Consulting's official opening in Covington, after moving its headquarters from just northeast of Cincinnati to the south side of the Ohio River. CTI officials were quick to point out that it was Gov. Bevin's personal attention as well as the red carpet laid out from investor and real estate developer Corporex that helped make the move happen.

"Whenever someone makes a decision like this, there's a lot of moving parts, but I

am very hands on," Bevin said. "That's the way I believe a governor should be as it relates to economic development, so I was very involved (in the deal). Speaking with (CTI CEO) Tim Schroeder, (Corporex Chairman & CEO) Bill Butler, the judge-executives – I was very involved with every person to make sure we got that company to come, and it was a great decision for them to do so. Tim is a great leader and a great man, and he's already making a difference in Northern Kentucky. We've just begun to see the impact; we'll continue to see more of that."



Tim Schroeder, CEO, CTI

"We're literal and figurative new kids on the block, and so far it's been really phenomenal," Schroeder said. "There's a tremendous sense of community here that as someone who's lived in the area for many years and is here as a permanent resident you really get a feel of that vibe, and it's really impressive. I've been really wowed by how everyone across the board has really welcomed us and made us feel like we've been here forever. We're thrilled with the location."

Corporex Managing Director Thomas Banta added, "We've seen a lot of positive assistance out of Frankfort. They really 'get' economic development. Don't underestimate how valuable that is."



Thomas Banta, Managing Director, Corporex

CTI's offices are in eight floors of Corporex's RiverCenter with stunning views of the Ohio River and Cincinnati. Schroeder cited Covington's proximity to CVG, hotels in walking distance, all of things to do around it and the sense of community as major assets. The \$36.4 million project will create up to 500 Kentucky-resident jobs.

CTI has operations and associates worldwide. In December 2017, it acquired Eurotrials, a full-service contract research organization, with more than 20 years of experience, and strong local expertise in Europe and Latin America.

In 2018, CTI will work hard to keep growing and advance the products of its pharmaceutical and biotech partners to advance their products so they receive appropriate approvals, FDA or otherwise, Schroeder said. He noted Covington's strategic location between three major research university institutions in Lexington, Louisville and Cincinnati.

### A community effort

Northern Kentuckians are accustomed to helping others, and there are many entities available to help people, in business or not, get immersed into a healthy and thriving community, grow the economy and create more opportunities.

At the all-new Horizon Community Funds of Northern Kentucky, President Nancy Grayson is all about bringing people together, and the region specializes in collaboration.

"We try to think creatively to work together and partner together for common goals," Grayson explained. "I think it's helped with business to have a clear voice, helps for schools to provide more talented workforce."

Horizon is a community-wide foundation that provides a way to pool resources in order to give back, make a lasting difference, and to improve quality of life for generations.

As the newest community foundation in Northern Kentucky, Grayson noted that the fund has the support of the Commonwealth of Kentucky and the Greater Cincinnati region.

At the Northern Kentucky Regional Alliance, President/CEO Karen Finan said its mission is



Nancy Grayson, President, Horizon Community Funds of Northern Kentucky

"to transform Northern Kentucky by uniting and mobilizing community leaders around initiatives that produce tangible, measurable results."

The Regional Alliance board is comprised of leaders from corporations like Duke Energy, Corporex, KLH Engineers, PNC Bank, Haile Foundation, CVG and Verst Group Logistics.

"Our board and many other corporate entities offer regional resources and a true passion for Northern Kentucky," Finan said. "As with many communities, Northern Kentucky is experiencing an opportunity for transformation. We plan to impact and in some cases, accelerate this opportunity by working through and with other organizations and individuals who are moving NKY forward."

Heading into 2018, the alliance is focusing on health and community initiatives. It's also looking toward a focus on job creation and community vibrancy with more emphasis on advocacy and partnerships with NKY Chamber and Cincinnati USA Regional Chamber, Finan said. "Northern Kentucky, as part of the Cincinnati region has an opportunity to aggressively advance as the business cycle continues to trend upward."



Karen Finan, President/CEO, Northern Kentucky Regional Alliance

Northern Kentucky's historic home stock is a major attraction for investors and is only improving thanks to local, collaborative efforts. The Catalytic Fund's Beyond the Curb Urban Living Tour allows visitors and residents an inside look at some of the stunning properties; ranging from completed and in-progress historic homes to luxury condos and modern apartments.

Perhaps equally as significant, he said, is the fact that a talented and educated workforce now sees Northern Kentucky as an equal or better option than cities like New York City or Chicago thanks to the great quality of life and lower cost of living.

Literally minutes away from CTI is Bexion Pharmaceuticals, a company working to develop innovative cures for cancer. NKY Chamber officials speculate a significant life sciences hub is beginning to emerge in the region.

### Historic urban core supports startups

Also, the startup scene is thriving. Catalytic Fund's Director of Community Initiatives and Communications Jill Morenz cited outlets like the Pike Street incubator corridor in Covington as a great example of urban renewal combined with business startup prowess. The Catalytic Development Funding Corp. of Northern Kentucky is a private sector, not for profit providing financing assistance and services for developers of quality residential and commercial real estate projects in urbanized Ludlow, Covington, Newport, Bellevue and Dayton. The fund aims to accelerate Northern Kentucky's urban renaissance through targeted investments in catalytic real estate development and redevelopment projects in urban neighborhoods.

Morenz cited names like UpTech, bioLOGIC Corp. LLC, Aviatra Accelerators



UpTech is an award winning tech accelerator program for data-driven startups that are developing tech-enabled solutions and seeking equity funding. It's located on "Innovation Alley." In 2016, the Covington Board of City Commissioners named the alley that connects Russell and Washington streets between Sixth and Pike Streets as "Innovation Alley" – recognizing that the space serves as ground zero in the city's burgeoning Innovation District.



and Northern Kentucky Innovation Network as game changers for local entrepreneurs. And they're beautifying the urban core.

"The Pike Street incubator in Covington – that's where UpTech and Aviatra are – and the alley behind Pike Street was christened Innovation Alley," Morenz said.

Next door in Newport, the city earned status in January 2017 as the first "Smart City" in the Midwest when it introduced MyLo, an internet smartLINK mobile node that features USB fast-charging outlets, a connected interactive tablet, emergency calling capabilities, atmospheric sensors, data analytic devices, and two 55-inch outdoor displays for wayfinding and advertising purposes.

The ongoing collaborative effort in the Southbank was exemplified again in October 2017 when Duke Energy made another big Northern Kentucky cash influx through its Urban Revitalization grants, providing \$307,352 to 10 projects.

"Our urban cores are the hearts of our communities," said Jim Henning, president of Duke Energy Ohio/Kentucky, at the announcement. "These important collaborations will create jobs, spur additional commercial activity, and serve as hubs for these communities and their residents for generations to come."

The Catalytic Fund will manage a lot of the grant funds, one in Dayton, Covington and Newport.

Morenz noted the shift in historic neighborhoods moving structures back to mixed usage, like when they were built – a business owner opening shop on the first floor and living above it. Many of these charming downtown areas are within walking or biking distance to Cincinnati's equally bustling and revitalizing urban core, specifically in trendy areas like Over The Rhine.

"Things that set us apart from Cincinnati's urban core are safety and affordability," she said. "We share walkability, tons of things to do, and bridge proximity."

### Improving infrastructure

Speaking of bridges, infrastructure and transportation are also heavy on the minds of local, state and national officials. Much of this is centered around the 55-year-old Brent Spence Bridge, which though structurally sound is functionally obsolete. Kentucky transportation officials issued results of a year-long study in December 2017 backing construction of an additional major new bridge and improved feeder highways.

Built in 1963 for \$10 million and designed for up to 80,000 cars a day, the Brent Spence Bridge is a key logistics and transportation link for 10 states from Michigan to Florida – and especially for local business that ships in and out of the airport. Today the bridge averages 170,000 vehicles a day, including ever-increasing numbers of economically important semi trucks. It's ranked among the top traffic bottlenecks in the U.S. Through traffic is 12 to 20 percent of daily totals.

The Kentucky Transportation Cabinet study envisions a new bridge with 11 lanes to augment the Brent Spence, which would be dedicated to northbound local and I-71 traffic beginning in around 2024. The new structure would handle all I-75 traffic, north and south, plus southbound I-71 travelers and southbound local motorists.

Ongoing improvements will be widening of interstates and aggressive study of a Cincinnati Eastern Bypass.

"It will be done, we'll get there," said Gov. Bevin. "It should have started a long time ago, and we're being more intentional now with the conversations. We're going to have to look at the different options that are available, and at the same time start doing more for public transportation in the area."

Meanwhile, already underway is a significant project to expand the Ky. Route 9/AA Highway that runs through the Southbank and connects to the currently underutilized Taylor Southgate

Bridge in Newport. This will improve some of the current north-south flow. This new boulevard also will provide a new four-lane entrance to the city of Newport.

The Taylor Southgate Bridge was built for 32,000 cars but is used only by about 8,000 cars a day.

Another major player in the region's transportation scene, the Cincinnati/Northern Kentucky International Airport (CVG) has worked successfully to reduce fees and improve service. In October 2017, the U.S. Department of Transportation released its average airfare ranking report for second quarter 2017. CVG is now the lowest fare airport in the region and the only one in Kentucky to offer direct flights to Europe.

Overall, airfares at CVG have dropped 16 of the last 17 quarters dating back to 2013. Since then, fares have dropped approximately 37 percent, and passengers are paying \$200 less per ticket.

In August 2017, WOW air, Iceland's low-cost transatlantic airline, announced new international flight services from CVG to Europe via Keflavik International Airport in Iceland.

### Logistics powerhouse

Ease of travel affects both the moving of people and the moving of goods.

Gov. Bevin called logistics "obviously a huge part" of Northern Kentucky. In January 2017, Seattle-based Amazon made it even bigger with its announcement that it would create up to 2,700 jobs at a new air cargo hub at CVG. It was the largest such project announced in Kentucky history. Amazon has been an active member of the business community in Kentucky for nearly 20 years, employing more than 10,000 people in full-time jobs across 11 fulfillment center locations.

The effects of Amazon's first ever Prime Air hub are likely to be transformative over the long haul.

Shortly after Amazon went public with its decision, DHL Express announced it would add 900 new jobs at its CVG hub as it completes the latest \$108 million expansion of its Americas Hub.

### Manufacturing and workforce development

Logistics goes hand in hand with manufacturing, since the ability to build products also requires the ability to quickly distribute them. And those manufacturers need a good pipeline of skilled workers.

Northern Kentucky's trained workforce is an important reason it is home to a formidable industrial sector,

specifically in the auto manufacturing, food and beverage, and aviation sectors.

Safran Landing Systems makes, among other things, aircraft wheels and brakes. Auto component maker Mubea recently completed a \$73 million expansion. HAHN Automation develops innovative solutions for automating production processes. Flottweg produces separation technology. Perfetti van Melle USA creates candy like Airheads and Mentos.

Many of these companies also call Northern Kentucky home, and many expansions – including an \$11 million at Perfetti van Melle USA last spring – were announced in 2017 alone.

It's no wonder manufacturers choose to operate in Northern Kentucky. The Regional Economic Development Initiative (REDI) Cincinnati, which includes Southwest Ohio, Northern Kentucky and Southeast Indiana cited the region's low cost index as below the national average, being home to a diverse workforce of 1.3 million people and as already home to 450

foreign-owned companies. REDI Cincinnati is the first point-of-contact for companies locating or growing in the 15-county region at the heart of Southwest Ohio, Northern Kentucky and Southeast Indiana.

Entities such as the Northern Kentucky chapter of the Kentucky Federation for Advanced Manufacturing Education (KY FAME) work hard to ensure that these new employers have an active pipeline of employees available with skills to match their needs. KY FAME is a company-sponsored earn-as-you-learn program that has been copied by other states.

And finally NKY Chamber officials touted the major legislation passed roughly a year ago when Kentucky became a "right-to-work" state. Business groups, including the Kentucky Chamber of Commerce, had prioritized the bill for the 2017 General Assembly, with a push to promote economic growth. The effects are expected to ripple through Northern Kentucky, as yet another part of the continued upward activity. ●

The Catalytic Fund photo



Covington is made up of 19 neighborhoods and commercial districts.

### Covington continues its rise

Northern Kentucky's largest city, Covington, had a solid 2017. In May, Renaissance Covington was one of three communities honored with a 2017 Great American Main Street Award (GAMSA) presented by the National Main Street Center Inc. (NMSC).

Covington is made up of 19 neighborhoods and commercial districts. According to the NMSC community profile, "The area features a casual mix of Midwestern strength and Southern charm and has developed a flourishing creative population. Brimming with beautiful Italianate brick buildings, the district has seen an influx of new independent businesses and insatiable demand for downtown residential units over the past few years."

Since 2003, vacancy rates have dropped from 26 percent to 5 percent, and the district has added 790 jobs. Part of the appeal is the beauty of the streetscapes. For example, Covington's Madison Avenue is newly lined with flower boxes. The city is full of old housing stock and unique pockets like the Licking River Historic District.

"Each of Northern Kentucky's river cities has its own unique identity and all share some similarities," said Tom West, AICP, the city's

economic development director. "Covington is home to a variety of business districts, each with its own identity and appeal to a variety of businesses. While Covington has direct access into downtown Cincinnati and the busiest interstate highway in the nation, recent investors have also cited the walkable downtown, riverfront and Mainstrasse areas as key to both housing and business development."

Despite all of it, he added, the city's greatest asset is its people.

West and other city leaders are an open book, and will remain increasingly so. In November 2017, in an ongoing commitment to transparency and accountability in city government, the City of Covington has launched a new initiative, COVDATA. It allows anyone to browse datasets and reports of information collected by the city to document government operations.

City Manager David Johnston stated in a press release, "Here in Covington we see transparency and openness of our city government as fundamental values as how we serve."

# History, diversity, proximity, energy

Northern Kentucky's livability attracts newcomers and economic growth

BY KATHERAN WASSON

**W**HAT a region most needs to thrive is livability – an ideal mix of economic growth that creates diverse professional opportunity, housing that attracts a talented workforce, and vibrant friendly culture that actively engages residents when they're off the clock.

Northern Kentucky scores major livability points. You want historic housing? The region's urban core has lots of it. Brimming with highly sought-after historic character, most homes are located in walkable neighborhoods, with tree-lined streets, surrounded by eclectic shops and restaurants.

The 'neighbor' everyone knows is the busy Ohio River, easily crossable by foot, bike or car straight into downtown Cincinnati. It adds an energy to the area and is a focal point for festivals, dining and walking and biking trails. The proximity of Cincinnati, a hub for corporate and creative careers plus everything from art museums to professional sports, is a key ingredient in Northern Kentucky's recipe for success.

For example, Kentucky residents can walk across the iconic Purple People Bridge, take in a professional sports game in Cincinnati and be back for dinner on the picturesque waterfront of Newport.

Hofbräuhaus Newport provides a genuine beer hall and outdoor dining experience with authentic German food and drinks. It's part of an entertainment district that is a destination for visitors and locals alike.



The historic MainStrasse Village in Covington is Northern Kentucky's home of Oktoberfest and Maifest.

## 'Deep and diverse experiences'

Northern Kentucky is a great place to live and work or start a business, according to Jeanne Schroer, president and CEO of the Catalytic Fund, an organization devoted to boosting the three-county area's urban renaissance.



Jeanne Schroer, President/CEO, Catalytic Fund

The Catalytic Fund works closely with Southbank Partners, which is literally paving the way for development in the area with its multicounty Riverfront Commons trail project.

"Northern Kentucky is a place that is very friendly to newcomers,"

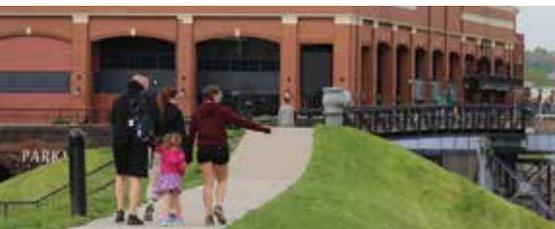
Schroer said. "It is a place that is large enough to offer deep and diverse experiences of quality living, working and entertainment options yet is small enough that individuals and businesses can make a difference in their communities and are heard by and important to local government."

The Catalytic Fund offers real estate services and financing from its \$10 million fund to revitalize the urban core in Covington, Newport, Bellevue, Ludlow



**"Northern Kentucky is a place that is very friendly to newcomers. It is a place that is large enough to offer deep and diverse experiences of quality living, working and entertainment options yet is small enough that individuals and businesses can make a difference in their communities and are heard by and important to local government."**

— Jeanne Schroer, President/CEO, Catalytic Fund



# Go take a hike.

At Southbank Partners, our primary mission is to improve the quality of life in Northern Kentucky, and one way we've done that is by building a walking, running, hiking, and biking trail system through our river cities along the picturesque Ohio River.

**Riverfront Commons** – [nkyriverfrontcommons.com](http://nkyriverfrontcommons.com)

Our signature project is Riverfront Commons, an uninterrupted trail system that runs for more than 11 miles through six river cities along the Southbank of the Ohio River. About one-half of that trail system is now complete, with new sections and features coming on line every year.

**Purple People Bridge** – [purplepeoplebridge.com](http://purplepeoplebridge.com)

We also own and operate the Purple People Bridge, the historic, pedestrian-only bridge that connects Northern Kentucky to Cincinnati. Every year, nearly a million people use the iconic bridge, which also hosts numerous events, parties, weddings, and fundraisers.

The next time you visit Northern Kentucky, go take a hike – along Riverfront Commons and across the Purple People Bridge – to experience firsthand the charm and beauty of the Southbank of the Ohio River.





The pedestrian access in Northern Kentucky helps earn the region high livability points.

and Dayton. The Catalytic Fund also helps developers assemble project funding packages, often a combination of traditional loans, tax credits, grants and city incentives.

One of the organization's most visible projects is Hotel Covington, built as a downtown department store more than 100 years ago but now housing a modern 114-room boutique hotel and restaurant that boasts hyper-local cuisine. Other key developments include Duveneck Square, a mixed-use urban infill project; the Boone Block, an adaptive re-use of a 24,720-s.f. historic building into nine single-family townhomes; and the Market Lofts, which is converting the site of a former wholesale grocer into studio and one-bedroom apartments.

**Engaged in the community**

The Catalytic Fund Director of Community Initiatives and Communications, Jill Morenz, said Cincinnati's hip Over-the-Rhine (OTR) neighborhood has exploded with similar residential and commercial development in recent years. But prices there have risen, and people who love the feel of OTR are moving to Kentucky for a similar stellar quality of life at a lower cost, Morenz said.

"People are excited. They're engaged in the community," she said. "There's a huge, growing market for urban living, from millennials to empty nesters."

One of those people is Shannon Smith, who fell in love with Covington's Central Business District in 2014 and found a historic building in need of

revival. It had housed a sewing factory and a hotel before she converted it to space that now houses her law practice, her partner's personal fitness business, a rental apartment and the couple's home.

"I could see the potential here – it felt like a tiny version of Bardstown Road (Louisville's popular Highlands)," she said. "There wasn't a lot here yet, but I knew there would be. There was an energy and feeling, and I felt the excitement."

The Elizabethtown native first moved to Northern Kentucky for law school. As she got to know the community, though, she decided to stay. And since then, the area has exploded in popularity and is bustling with restaurants, bars, shops and apartments.

Not only are the urban opportunities available and growing by the month on the Southbank, suburban and rural living in Northern Kentucky's picturesque rolling hills is easily attainable and even within a 20-minute drive from the urban core.

**Infrastructure for quality of life, growth**

It's the people of Northern Kentucky who are making the region hot by choosing to live, work, shop and dine in the area.

"Our primary focus is economic development, but you can't do economic development without community development," said Jack Moreland, president of Southbank Partners. "That's why we work with the Catalytic Fund to try to improve the urban core, from housing stock to venues for tourism, or apartments for empty nesters. Those are the kinds of things we focus on."

A major project Moreland predicts will have a huge impact is construction of a new, four-lane "entrance" into Newport. The \$26 million state-funded road project will connect KY-9, also known as the AA Highway, to the Taylor Southgate Bridge, providing greater access to both Cincinnati and neighboring Northern Kentucky cities and helping to relieve traffic congestion on the area's other bridges.

The project will open up nearly 100 acres to commercial, residential and mixed-use development.

"The whole west side of Newport will be rehabilitated, too," Moreland said. "A lot of the housing stock will be upgraded, and there will be some new construction as a result of this new road coming in."

New Riff Distillery is banking on the area's future prospects. The distillery is constructing an \$11 million "whiskey campus," including a rickhouse for barrel storage and a tasting room. The distillery has been in operation more than three years, and is about a year away from turning out its first bottles of aged bourbon.

The distillery is the northernmost stop on the Kentucky Bourbon Trail Craft Tour, which highlights the state's growing micro-distilling industry, making it an ideal entry point for bourbon-loving tourists from the north, Moreland said. He said existing neighborhoods are also likely to feel an economic shot from the bourbon investment.



Northern Kentucky residents can visit the nearby Taft Museum of Art to view world famous pieces such as Rembrandt's 1633 work "Portrait of a Man Rising from His Chair," which recently returned from being on loan to The Metropolitan Museum of Art in New York.

In April 2017 the City of Covington approved an order awarding the Riverfront Commons Project by Southbank Partners construction bid to Sunesis Construction. The bid awards more than \$1.2 million to the Ohio-based Sunesis to begin the construction of pieces of the Riverfront Commons project in the Northern Kentucky river cities of Ludlow, Newport and Covington.

**SOUTHBANK PARTNERS**

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Jack Moreland,  
President,  
Southbank  
Partners

Southbank Partners is a community- and economic-development organization that promotes and coordinates development activities, fosters teamwork and collaboration, and provides a unified voice for the Northern Kentucky Ohio River cities of Bellevue, Covington, Dayton, Ludlow, Newport, and Fort Thomas. Its accomplishments include the Southbank Shuttle, the Purple People Bridge, and Riverfront Commons, an 11.5-mile walking/biking trail along the river currently under development. For more information visit southbankpartners.com.

**Riverfront Commons progresses**

Progress continues on the Riverfront Commons, an 11.5-mile walking and biking path that runs along the Ohio River. The most recent additions are sections in Covington and Ludlow, which were completed in summer 2017. Eventually, the path will connect all six Southbank cities, from Ludlow on the west side to Fort Thomas on the east. Cincinnati's Red Bike bicycle-sharing program now has a dozen stations in Covington, Newport and Bellevue.



A recently launched online “story map” shows residents and visitors attractions to discover along the trail using interactive satellite maps. Clicking icons on the route reveals real-time information about nearby parks, business districts and historical buildings.

“The Ohio River is a major asset to this community. People are drawn to the water – they want to be near it,” Moreland said. “It’s narrow enough here that it makes walkability on both sides of the river very attractive. It pulls the north side of the river and the south side of the river together because it’s so walkable and bikeable.”

Riverfront Commons connects many of

Northern Kentucky’s ample entertainment assets – from a popular aquarium, IMAX theater and other amenities at the bustling Newport on the Levee – to parks and cozy shops. Soon, a giant Ferris wheel in Newport will offer spectacular views to enjoy.

Those with families have the benefit of a top notch public schools system, including the highly acclaimed Kenton County School District. The U.S. Environmental Protection Agency recognized the Kenton County School District with a 2016 ENERGY STAR Partner of the Year – Sustained Excellence Award.

More information about the project can be found at [nkyriverfrontcommons.com](http://nkyriverfrontcommons.com). ●



Bluestone Creative photo

**“The Ohio River is a major asset to this community. People are drawn to the water – they want to be near it. It’s narrow enough here that it makes walkability on both sides of the river very attractive. It pulls the north side of the river and the south side of the river together because it’s so walkable and bikeable.”**

**— Jack Moreland,  
President, Southbank Partners**

Concert fans have no shortage of events to choose from all year round. One example is MidPoint Music Festival. It launched in 2001 as an independent music festival and industry conference. The annual three-day event occurs each September in the city’s downtown and historic Over-the-Rhine entertainment district.

# Route to rapid growth

Well-connected transportation infrastructure providing the lift to sustain expanding population

BY SUSAN GOSELIN

If recent predictions from the Kentucky Data Center are true, the state's population will grow 10.4 percent by 2040, and Boone County will contribute disproportionately to the total, becoming Kentucky's third most peopled county by 2035 just behind Jefferson and Fayette, home to Louisville and Lexington.

That's one of many reasons transportation infrastructure grows ever more crucial to Northern Kentucky's future, experts say. This importance, however, is providing even more lift to a rising mood at the airport, where years of efforts are paying off now in more carriers, flight destinations and reduced airfares.

## CVG creates \$4.4 billion economic impact

Cincinnati/Northern Kentucky International Airport is making continued gains on passenger traffic, thanks in part to the recent addition Southwest Airlines, as well as adjusted schedules on Delta Airlines, and additional Frontier, Allegiant, and United Airlines flights. In fact, according to the U.S. Department of Transportation, the airport has seen year over year passenger growth of 16 percent for 2017, versus a national average of just 4 percent. CVG has the only nonstop flight to Western Europe in Kentucky and Ohio.



Above and right: Passengers at Cincinnati/Northern Kentucky International Airport can expect more flight options and lower fares in 2018. In January 2017, Southwest Airlines announced it would begin shifting its Akron-Canton and Dayton, Ohio, flights to CVG. Then, Iceland's low-cost transatlantic airline WOW air announced it will begin flying out of CVG in May 2018 with one-stop, low-cost service to more than 20 destinations across Europe, Israel and the Canary Islands operates via the Keflavik International Airport in Iceland. Additionally, Frontier Airlines is expanding its service out of CVG by 20 percent.



"CVG has real momentum, and we're looking for ways to keep that momentum going," said Candace McGraw, CEO of CVG. "We're looking well into the future, and asking a lot of questions. What will be the changes in airline technology in the future? How will people want to park their cars? What kind of passenger amenities will we need to have? In the next 16 months, we're continuing a study and expect to

finish our public input to come together with a plan that will help keep this region moving. We're looking forward to it."

McGraw is quick to point out that air travel is a major driver of economic growth – with the airport directly responsible for \$4.4 billion in economic impact in the region, according to a recent Northern Kentucky University and University of Cincinnati study.

"We have 450 direct employees of the airport but 13,000 employees who work at some part of our campus through our vendor/partners. Our airport is already a DHL Express (air freight) super hub,



Mark Mitchell, chief accounting officer of Frontier Airlines, and Candace McGraw, CEO of CVG, announced six new direct flights in July 2017. It increases the number of direct service routes at CVG to 58.

### CINCINNATI/NORTHERN KENTUCKY INTERNATIONAL AIRPORT

3087 Terminal Dr.  
Hebron, KY 41048  
cvgairport.com



Candace McGraw, CEO, Cincinnati Northern Kentucky International Airport

CVG is embracing what's next as an essential part of the region's overall growth and success, serving more nonstop destinations than any airport in the Tri-State. CVG is one of the three global super-hubs for DHL, future home of Amazon Prime Air Hub, and is recognized globally as a leading U.S. airport by SkyTrax World Airport Awards.

Transit Authority of Northern Kentucky (TANK) serves 35 cities in Boone, Campbell and Kenton counties, with 11,000 people riding its buses daily. Of those, 1,200 pass through the TANK Transfer Center in Covington, which recently underwent a \$1 million renovation.

**TRANSIT AUTHORITY OF NORTHERN KENTUCKY**

3375 Madison Pike  
Fort Wright, KY 41017  
(859) 331-8265  
tankbus.org



Andrew Aiello, General Manager, Transit Authority of Northern Kentucky

Transit Authority of Northern Kentucky is the public transportation provider for Boone, Kenton, and Campbell Counties. TANK routes connect people to jobs, helping the companies in our region meet their workforce needs. TANK strives to meet the transportation needs of the entire community, providing nearly 3.5 million work, school and other lifeline trips per year. It's TANK's mission to provide safe, reliable, customer-oriented transportation for the people of our community and TANK will continue to be committed to providing transportation services that address the current and future needs of the community.

and with Amazon Prime's Air new cargo hub coming in soon, those employment numbers will skyrocket," McGraw said.



"We're able to do all this because our airport has the advantage of being very land rich. We have 7,500 acres, and our plan is to make much of that land available to other companies in logistics, travel and aircraft maintenance. It's a symbiotic relationship that helps all our businesses grow, together."

Now in the design and planning stages at CVG, the Amazon Prime Cargo Hub promises game changing potential for the region, with \$1.5 billion in

investment and 2,700 employees coming on board when the facility is finished. The company has leased 920 acres from the airport for the next 50 to 65 years, and McGraw said CVG already is starting to see a lot of interest from other related companies that want to locate nearby.

These new additions have made the Cincinnati metro area's airport the fastest growing cargo airport in North America.

**TANK**  
TRANSIT AUTHORITY OF NORTHERN KENTUCKY

**TANK operates more than 130 buses in 35 cities within Kenton, Campbell and Boone County. Our buses cover over 267 square miles and our professional drivers provide more than 3 million passenger trips per year. TANK is an important partner in the economic vitality of the region and is committed to continuing to partner to develop a comprehensive transportation network for the community.**

**For more information visit our website at [www.tankbus.org](http://www.tankbus.org) or call 859-331-8265**



According to the U.S. Department of Transportation, CVG saw a year over year passenger growth of 156 percent for 2017, versus a national average of just 4 percent.

**On the road to expanded ground transportation**

The airport is big Northern Kentucky news, but there is continuous activity with regard to moving people on the ground, an issue intrinsically tied to workforce development and quality of life.

“Only 5 percent of jobs today are reachable by public transit,” said Andrew Aiello, general manager of TANK, the Transit Authority of Northern Kentucky, “and that has to change. More population is moving into the cities, especially the suburban areas of those cities. And the trend toward suburbanized employment is kicking up, too, as more plants and headquarters and retail opens in those locations. A critical link is needed now.”

TANK serves 35 cities in Boone, Campbell and Kenton counties, with 11,000 people riding its buses daily. Of those, 1,200 pass through the TANK Transfer Center in Covington, which recently underwent a \$1 million renovation. An additional new transit center is planned near the mall in Florence, which TANK hopes will give it the opportunity to develop new services and connections in the area.

Addition of a new East-West route two years ago has helped connect all its service areas, Aiello said, and more route changes are being implemented after TANK’s recent network study revealed growing and persistent needs in the area.

“TANK is focused on getting people back and forth to employment,” Aiello said. “And with the expansion of companies like Toyota and Amazon, there is more need than ever for people to have safe, affordable transport. We’ve been very fortunate to have the support of local companies, who have been working with us to try pilot



programs with busing service aimed at their large employee bases.”

He points specifically to TANK’s recent pilot with Amazon, which allows TANK to provide weekend service connecting employees at the retail fulfillment giant’s distribution center in the Hebron area. Like other companies now considering pilot programs, Amazon helped TANK defray the cost of adding the service. After six months, TANK has declared the pilot successful enough to continue the route, with ridership exceeding initial projections. TANK also is working on a pilot program with Cincinnati-based Convergys, Aiello said.

TANK is making investments in mobile amenities providing real-time information for passengers. It is creating tools for the mobile phone that allow passengers to plan their trip, track the location of busses, and even pay fares electronically.

“People need to have access to our services in the most convenient, and timely way possible,” Aiello said. “Technology is a part of that. This region is growing, and the potential for continued growth could be stymied if we don’t invest in higher levels of frequency for our routes. Our success

will rise and fall based on how effectively people move in this region. It’s critical to our economic future.”

Like most states, Kentucky has more road project needs than money to complete them. However, the Kentucky Transportation Cabinet’s new grading system, Strategic Highway Investment Formula for Tomorrow, has ranked several Northern Kentucky roadwork projects high on its list. According to the SHIFT priority listing released in late 2017, the Cabinet will invest \$1.8 billion to reduce congestion from US 27 to the Ohio state line, and \$1.5 billion for the rehabilitation and replacement of the Brent Spence Bridge, as the projects are number seven and 12 on the list, respectively.

Northern Kentucky also is known for its opportunities to travel by foot or bicycle, thanks in part to pedestrian friendly projects like the Purple People Bridge, Cincinnati Red Bike, Riverfront Commons, and a sidewalk on the historic Roebling Bridge.

**AAA Florence Taxi Service**

Florence

**At Your Service Taxi**

Newport – [atyourserVICETaxInky.com](http://atyourserVICETaxInky.com)

**Cincinnati/Northern Kentucky International Airport**

Hebron – [cvgairport.com](http://cvgairport.com)

**Red Bike**

Cincinnati & Northern Kentucky – [cincyredbike.com](http://cincyredbike.com)

**TANK/Southbank Shuttle**

Fort Wright – [tankbus.org](http://tankbus.org)



Northern Kentucky is served by interstates 71, 75 and 275. Interstates 75 and 71 carry north-southbound traffic over the Brent Spence Bridge, which in December 2017 was confirmed as needing new construction by the Kentucky Transportation Cabinet. The proposed new bridge would be in addition to the existing Brent Spence Bridge, which was designed to carry 80,000 vehicles per day but currently carries more than twice that volume.

# A global freight shipment center

Billions of dollars pouring into an already asset-rich logistics scene

BY GREG PAETH

**T**HE term “has it all” is the only thing appropriate when looking at Northern Kentucky’s logistics scene. It’s got it going on.

Shipping around the planet is within easy reach from the region. Amazon thinks so, too. The Seattle-based giant provided a \$1.5 billion vote of confidence for the region last January, when the company that has reinvented how America shops said it would build its first shipping hub for its fleet of Prime Air cargo planes at the Cincinnati-Northern Kentucky International Airport and create upwards of 2,700 jobs for a company that already has about 10,000 employees in Kentucky.

Although construction on the project is a long way from completion, that hasn’t hampered Amazon from launching its massive package sorting operation at the airport. The company reached an agreement with another major force in the delivery business, longtime partner DHL Express of Germany, to share its sprawling CVG air freight facility while construction is underway.

With DHL Express, Amazon is sharing far more than a forklift and a couple of trucks.

DHL’s facility in Hebron is what it calls its Americas Hub, which serves North and South America and the Caribbean. The company has invested \$280 million in that sorting facility since 2009 and announced plans shortly after Amazon made its announcement to add another 900 jobs. Those



additional jobs would increase its workforce at the airport to about 3,300, the company said.

DHL’s other two hubs are in Hong Kong and in its corporate backyard in Leipzig, Germany.

Meanwhile, FedEx, the world’s largest shipper according to the annual “Freight 50” rankings by Air Cargo World, also has a substantial presence in Northern Kentucky, where it recently announced plans to spend \$150 million to add 355,000 s.f. to its existing building in Independence. It already has 116 full-time employees and another 538 part-time worker there.

In October, FedEx said it intended to hire 1,100 seasonal workers in Independence and 50,000 worldwide for the 2017 holiday season.

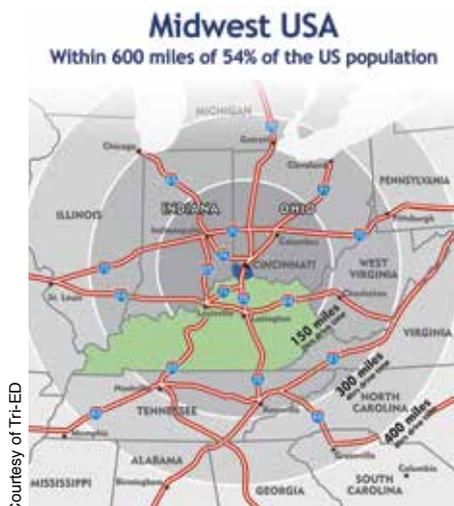
The Kentucky Cabinet for Economic Development boasts that the state ranks third in the U.S. for air cargo shipments because of DHL and Amazon in Northern Kentucky and Louisville’s UPS World Port, which is the company’s largest sorting center. By itself, the Cincinnati-Northern Kentucky airport ranks as the eighth largest cargo airport in North America, and handled 818,000 tons of cargo in 2016.

But the presence of global shippers doesn’t tell the whole story about the logistics business in Northern Kentucky.

In a \$1.5 billion announcement early last year, announced its first ever Prime Air hub at CVG that will add up to 2,700 more jobs. Pictured is a current Amazon fulfillment center.

One vitally important element of the logistics economy in Northern Kentucky is barge traffic on the Ohio and Licking rivers inside of the Ports of Cincinnati and Northern Kentucky, which ranks as the largest inland port in the country when measured by the amount of cargo – nearly 45 million tons – it handled in 2015, the most recent year for which numbers are available. The port’s ranking shot up in 2015 after the U.S. Army Corps of Engineers expanded port boundaries that year from 26 miles to about 226 miles along the Ohio and Licking rivers.

A variety of industries in the region depend on the bulk shipping, almost 60 million tons annually, that comes down the river, said Central Ohio River Business Association Executive Director Eric Thomas with Benchmark Terminals, who has worked in the area’s maritime industry for nearly 20 years. This includes coal and petroleum products, as well as grains and construction materials.



Courtesy of Tri-ED



And now clients can track those products easily, thanks to the newly unveiled Central Ohio River Information System or CORIS. A partnership between CORBA and the Ohio-Kentucky-Indiana Regional Council of Governments, CORIS is a long-awaited asset inventory and mapping system for the public.

Maritime logistics is the most environmentally friendly ways to ship bulk goods. A single river vessel can push an entire “tow,” which consists of eight barges, that can carry the equivalent of 250 rail cars or 2,100 trucks.

Covington-based Carlisle & Bray Enterprises – and its subsidiary companies, C&B Marine LLC and C&B Energy Services LLC – was established in March 2011 and is a full-service marine company providing a multitude of solutions to utility and aggregate customers in the Midwest and the South, including towing, fleet, shifting and dredging

President Donald Trump chose a site on the Ohio River shoreline in Cincinnati to deliver a policy address about investing in the nation’s infrastructure in June 2017. Eric Thomas, general manager of Benchmark River and Rail Terminals, said the president’s comments and a U.S. Department of Transportation study that examined the Cincinnati-Northern Kentucky ports focused attention on the importance of river traffic.

Wayfair Inc., an online home furnishings and decor retailer, completed its 898,560 s.f. logistics center adjacent to CVG. The locally owned Paul Hemmer Co. was the project’s general contractor on the project, which allows the company to increase its distribution capacity.

“It was a big deal for us to get that kind of prominent mention,” Thomas said.

Another major player in logistics in the region is the homegrown Verst Group Logistics, a family-owned business created in 1966 that is headquartered in Walton, not far from the airport. The company stresses that anything deliverable by truck it can “pick, pack and ship” to its destination inside of two days to 85 percent of the U.S. population.

Northern Kentucky sits at the juncture of Interstates 71 and 75, the latter being the nation’s primary route from Michigan to Florida. A new bridge to replace the aging Brent Spence Bridge is in early planning stages and will alleviate north-south congestion.

Kentucky is a one-day drive of two-thirds of the U.S. population with the state’s borders within 600 miles of that same huge customer base, so keeping traffic moving across the river is crucial.

And if you don’t need it in two days, Verst knows where to put it. The

DHL Express, the world’s leading international express services provider, announced in February 2017 that it will recruit approximately 900 new positions as the company completes the latest \$108 million expansion of its Americas Hub at the Cincinnati/Northern Kentucky Airport.

company has 5 million s.f. of warehouse space available.

Verst Group reported 2016 sales of \$177 million and ranked 60th on the 2017 Deloitte Cincinnati USA 100, a list of the largest privately held companies in the region published every year by the Cincinnati/Kentucky Enquirer.

Atop the Deloitte list was Total Quality Logistics, which also ranks as the second largest freight broker in North America. TQL has locations in Northern Kentucky on the fringe of CVG and offices in Lexington and Louisville. For 2016, the most recent year available, the company reported revenues of \$2.3 billion for a now 20-year-old company that was launched by two former employees of the Castellini Co., a produce, packaging and logistics company where they learned how to get a truckload of lettuce, for example, to grocery store shelves before the leaves began to turn brown. The Castellini Co. ranked second to TQL on the Deloitte Cincinnati USA list with revenues of \$1.5 billion.

Cincinnati’s Kroger Co., which ranked No. 18 on the most recent Fortune 500 list with revenues of more than \$115 billion, also demonstrated plenty of confidence in Northern Kentucky when it invested \$60 million in a distribution center that the company’s largest grocery chain will use to as a “replenishment center” to keep shelves stocked. The company said the facility would focus on “...servicing Kroger’s direct-to-store distribution centers across the eastern half of the country.”

**Amazon.com/Amazon Prime Air**  
Hebron  
amazon.com



Northern Kentucky's prime access to water, rail, air and freight make it an efficient location for physical commerce. The Ports of Cincinnati and Northern Kentucky were ranked the busiest inland port in the nation in 2016, and 13th busiest port in the entire country.

**Aries Global Logistics**

Crestview Hills  
ariesgl.com

**B & B Transportation Inc.**

Burlington  
bbtransportation.com

**Bluegrass Diesel Specialists, Inc.**

Burlington  
bgdiesel.com

**Carlisle & Bray Enterprises**

Covington  
carlislebray.com

**CEVA Logistics**

Hebron  
cevalogistics.com

**Complete Forklift Repair**

Corinth  
completeforkliftrepair.com

**DACHSER Transport of America, Inc.**

Burlington  
dachser.com

**DHL Express (USA) Inc.**

Erlanger  
dhl.com

**DHL Global Forwarding**

Hebron  
dhl-usa.com

**FedEx Ground**

Independence  
fedex.com

**Fisher Scientific**

Florence  
fishersci.com

**FITS Enterprises/  
FITS Trailer Leasing, LLC**

Walton  
firstintrailer.com

**Inland Marine Service**

Hebron  
inlandmarineservice.com

**Kuehne + Nagel, Inc.**

Erlanger  
home.kuehne-nagel.com

**LeanCor LLC**

Florence  
leancor.com

**Legion Logistics LLC**

Florence  
jointhelegion.com



**McLane Foodservice Distribution**

Hebron  
mclaneco.com

**Merchants Cold Storage LLC**

Walton  
mcstorage.com

**Nippon Express USA Inc.**

Erlanger  
nipponexpressusa.com

**NNR Global Logistics USA, Inc**

Erlanger  
nnglobal.com

**Panalpina Inc.**

Erlanger  
panalpina.com

**PEI – Dynamic Supply Chain  
Solutions, LLC**

Fort Mitchell  
shippei.com

**Penske Truck Leasing**

Erlanger  
pensketruckrental.com

**Pilot Freight Services**

Erlanger  
pilotdelivers.com

**R.L. Swearer Co., Inc.**

Erlanger  
rlswearer.com

**Safe Ship Newport**

Newport  
newportpacknship.com

**Sandvik Americas Distribution Center**

Hebron  
sandvik.com

**SEKO Logistics/Commercial  
Transport, Inc.**

Erlanger  
sekologistics.com

**Southern Air**

Florence  
southernair.com

**Stett Transportation, Inc.**

Fort Mitchell

**Team Worldwide CVG**

Erlanger  
teamww.com

**Total Quality Logistics**

Erlanger  
tql.com

**Two Men and a Truck  
Northern Kentucky**

Erlanger  
twomenandatruck.com

**UPS Freight**

Cincinnati, OH  
upsfreight.com

**UPS Supply Chain Solutions**

Hebron  
ups-scs.com

**Verst Group Logistics**

Walton  
verstgroup.com

**Vista Packaging & Logistics**

Erlanger  
vistaindustrialpackaging.com

**VR Transportation, Inc.**

Hebron  
vrtransportation.com ●



Above: Interstate access, including to Interstate 75 which spans from Michigan to Florida, is a major draw for logistics providers.

Left:Verst Group, a third-party logistics provider, is one of the largest private company employers in Northern Kentucky.

# All markets heating up

Already busy region is ready for further increase in leasing and sales action

BY ABBY LAUB

**N**ORTHERN Kentucky's real estate scene offers low costs and a deep variety of available properties from rural to urban settings to suit the needs of businesses, developers and residents.

In Covington, Corporex is upgrading its iconic RiverCenter towers on the waterfront and filling them with a list of enviable clients who seek all the things Northern Kentucky has to offer – a microcosm of the larger region. The latest win came in October 2017 when CTI Clinical Trial and Consulting Services opened its \$36.4 million headquarters in RiverCenter.

Corporex is already seeing ripple effects from CTI's move across the river from nearby Blue Ash, Ohio.

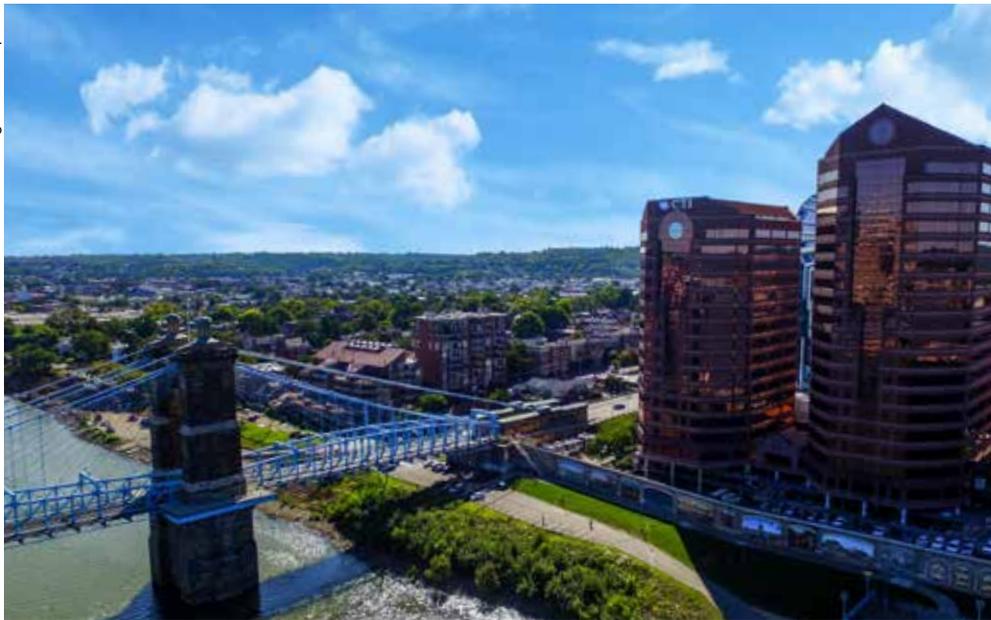
"We have already seen it," said Thomas E. Banta, managing director of Corporex Companies LLC and Corporex Realty & Investment LLC. "We have shown space to companies related or that do business with CTI."

The whole region is getting increasing attention in the biomedical field, Banta said.

"CTI is another big piece of that. We also have Bexion Pharmaceuticals (developer of cancer treatments) right up the street."

As any good real estate developer knows, giving people things to do and places to eat is an integral part

Jennie Pegram of CTI photo



of attracting business. And Corporex hasn't missed a beat at its 550,000-s.f. RiverCenter office development – or an eat – recently opening innovative eateries like Butlers Pantry, FIRE, and Biscuits to Burgers. It has modernized its fitness center, added a state-of-the-art auditorium and installed public wifi.

"There is a trend in the industry; it's changed a lot over the last 10 years," Banta said. "We used to lease space and the tenant was only concerned about the physical space, and now the first question that comes up is 'How is this space going to help me attract and retain good talented people?' That's where the amenities come into play so much."

Corporex expects more buzz in 2018. "The big leases like CTI are usually years in the making; they don't happen overnight, so you can kind of judge by your backlog what's coming next," according to Banta. "I think '18 is just going to continue to be extremely busy for real estate here in Northern Kentucky."

Thanks in part to Amazon Prime Air and DHL Express project announcements and expansions at Cincinnati/Northern Kentucky International Airport and "all of the residential being added in the urban core" there is, indeed, more real estate news in the pipeline.

"We have incredible housing stock in Covington, Newport and Bellevue and other areas that just haven't hardly been touched," Banta said.

Corporex, a real estate focused investment company, has shaped the waterfront in Covington over the last several decades, thanks in large part to its crowning Northern Kentucky achievement RiverCenter. Providing prime real estate for businesses who work all around the world, they were completed in 1990 and 1998.

## CORPOREX FAMILY COMPANIES

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(859) 292-5503  
corporex.com



William P. Butler,  
Chairman/CEO,  
Corporex  
Companies,  
LLC

Corporex is a real estate focused investment company. Our core mission is to create value through our real estate investments. We have a 52-year legacy of designing, developing, constructing and managing real estate assets of the highest quality. Our track record demonstrates a diverse mix of investment in and development of over 100 build-to-suit office and industrial projects, over 41 full service and select service hotels, business parks, luxury residential and family sports clubs.

He added, "I think you will see a big increase in the construction dollars being spent in this region, not only by our firm but all of the other developers as well. I expect it will outpace anything this region has done in 10 years."

Corporex-owned office buildings near the airport are filling up and there is "good leasing activity out there. We still own a considerable amount of land around the airport."

Josh Beeman photo



Corporex recently opening innovative eateries like Butlers Pantry, FIRE (pictured), and Biscuits to Burgers within RiverCenter, and also modernized its fitness center, added a state-of-the-art auditorium and installed public wifi.



RiverHaus, a new high-end residential and commercial development project being built by Flaherty & Collins Properties in Covington's MainStrasse neighborhood, will be the first new construction project in Kentucky to use an Energy Project Assessment District to finance energy-efficient construction.

In Covington's MainStrasse Village, a \$38 million, 182-unit apartment complex is planned by an Alabama developer. The first three stories would be a parking garage with 100 spaces for public use.

Also to come in downtown Covington is Madison Flats, including 13 one-bedroom apartments and five commercial storefronts. In an announcement, the project's creator, Orleans Development, said it hopes to fill the need for "small, economical and beautifully-designed apartments."

Near Madison Lofts, work is underway on Duveneck Square, an apartment project next to Braxton Brewing Co.

In Dayton, work is underway on the luxury Gateway at Manhattan Harbour apartment complex. The complex is part of Manhattan Harbour, the mansions on the Ohio River. Gateway will consist of 76 luxury apartments with river views.

Northern Kentucky and its urban core are being transformed to fit the needs of the future, while also keeping in mind its history and heritage. ●

Located at the juncture of interstates 275 and 75/71 next to CVG airport, CirclePort land sites are available for build-to-suit construction. Northern Kentucky's real estate scene, especially around the airport, is expected to take off dramatically due partly to Amazon and DHL announcements at the airport. Approximately 200 divisible acres are zoned to allow a variety of uses from research and development, headquarters, industrial, medical and commercial needs.

Residential real estate also is gobbling up space in the market at a record pace. In January 2017, the Northern Kentucky Association of Realtors released record numbers for 2016.

NKAR and The Northern Kentucky Multiple Listing Service reported that 2016 set records for home sales and total dollar. The 7,029 units sold in 2016 was up 10.48 percent over the 6,362 sold in 2015. The residential sales dollar volume rose 17.12 percent, from \$1,045,135,827 in 2015 to \$1,224,052,128 in 2016. The previously records for units sold and total dollars was set in 2005, when NKAR members sold 6,977 homes for \$1,081,834,519.

However, the August 2016 average home sale price of \$193,000 was much more than 2005's top average sale price month of \$163,000. Additionally, in 2005 there were almost double the amount of homes available as in 2016.

### **Cost, variety, locale and more**

The Northern Kentucky housing market benefits from lower costs, great variety and proximity to major metropolitan areas within minutes. Interstate highway access puts it only an hour away from both Louisville and Lexington, and mere minutes from the pristine rural settings many want access to.

One entity helping get more people in their ideal homes is the Catalytic Development Funding Corp. of Northern Kentucky. The Catalytic Fund is a private sector, not for profit organization providing financing assistance and related services for developers of quality residential and commercial real estate projects in Northern Kentucky's urban cities of Ludlow, Covington, Newport, Bellevue and Dayton (Target Area Cities).

Redeveloping these urban areas is key for the continued growth of the region.

With smart, targeted dollars spent in the right places, these river cities will continue to experience economic growth through real estate endeavors.

A piece of prime real estate that will be up for grabs in the near future is the sprawling International Revenue Service building in downtown Covington – a stone's throw from RiverCenter. Banta, like many others, has an idea of what he would like to see on its 23-acre site.

"The urban area could really use a nice amenity space, whether it's a little inlet marina, or a green area, surrounded by development," he said. "The best example I can think of is Central Park in New York City. It is probably the most valuable land in the world, but they have kept it as a park because enhances the real estate values of the surrounding property as well as enhancing the lives of the residents."

In Newport, new developments are planned for the riverfront business district, with potential for nearly 100 new acres of riverfront property, making it even more of a welcoming gateway from Cincinnati.



# Prepared for expansion

Busy construction firms are focused on manufacturing, healthcare, growing workforce skills

BY ABBY LAUB

LOOKING at the long game is proving beneficial to Northern Kentucky construction outfits.

The Paul Hemmer Co., for example, a fixture on the region's building scene for almost 100 years, bills itself as not only a construction company but a long-term partner in the life of the projects it builds.

"We're able to look to the future of a building," said President and CEO Paul Hemmer Jr. "You want to put in as much of the infrastructure flexibility as you can. We think about that design, like even if some buildings were a build-to-suit, an addition might be something that could occur in 10 years, so you don't want to build that complicated. You may want to put your underground utilities to a point where they go into that space easily. What we try to do is give a menu and help guide the owner."

Energy elements in a project are always essential, but are addressed according to a client's desire to be elaborate or simple.

The long game has proved fruitful for the Hemmer team, and that outlook helps clients thrive in a construction market that is rapidly growing and will likely



Turner Construction rendering

continue to do so, especially sectors such as manufacturing and logistics.

Fort Mitchell-based Hemmer has an associate company that does facilities maintenance and management, since "what drives value in a building in the end is the income it produces."

A major win for Hemmer came in September 2017 when it began work on a new \$80 million manufacturing facility east of Indianapolis for Pure Development, a commercial real estate developer headquartered in Indianapolis. A majority of the Hemmer Co.'s projects are within a 100-mile radius of Northern Kentucky, such as significant jobs for auto parts manufacturers including Bosch, ADVICS, and ZF Boge.

On tap for 2018 is likely to be continued work in e-commerce, which he said has "really driven our business since 2012." Regardless of the category of a build, he said, a team's people, knowledge, experience and values are the difference maker.

Officials broke ground on the Kenton County Administration Building, to be built on the former Bavarian Brewery site in Covington, in September 2017. It is estimated that it would cost about \$22 million for the county to make the extensive renovations needed to update the structure. The new administration building is scheduled for completion in January 2019.

Anticipation mounts in the construction sector regarding the ongoing projects sure to flow for years in and around the Cincinnati/Northern Kentucky International Airport related to the recent Amazon Prime Air hub announcement. Its development literally across the street from the global hub for DHL Express air freight will cause some "disruption to the local workforce" but that ultimately the entire Greater Cincinnati market will "only be enhanced by it," Hemmer said.

In nearby Newport, manufacturing clients are also big for EGC Construction, which bills itself a commercial, industrial and residential project development specialist, said Shad Sletto, director of project development.

The firm is seeing increasing activity in both the redeveloping Ohio River "Southbank" and the outlying rural areas of Northern Kentucky, Sletto said.

"There is land available in different parts of the region, and as a community

The all-new \$4.8 million Northern Kentucky Health Department headquarters is due to be complete early this year.

## PAUL HEMMER COMPANY

226 Grandview Dr.  
Fort Mitchell, KY 41017  
(859) 341-8300  
paulhemmer.com



Paul W. Hemmer, Jr., President, Paul Hemmer Company

Paul Hemmer Company is a construction management, building services and real estate development firm that builds Value by Design. With a history in Greater Cincinnati dating to 1921, Hemmer specializes in design/build construction, which enables it to provide the earliest commitment of cost and delivery for its industrial, medical, commercial and retail clients.



The Paul Hemmer Company photo

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Greg Paeth photo



The Northern Kentucky waterfront still has prime land available for development.

**“There is land available in different parts of the region, and as a community we’re looking at how to continue to grow.”**

**— Shad Sletto, Director of Project Development, EGC Construction**

In December 2017 Northern Kentucky University, in partnership with development partner Fairmount Properties, announced plans for a mixed-use development and professional office building along U.S. 27 and Nunn Drive in Highland Heights – at the “gateway” into campus. A pedestrian-scaled, mixed-use “town center” style district is being developed on the south side of Nunn Drive at the campus gateway. At full buildout, the site is expected to feature new restaurants, retail space, market-rate apartments, a hotel, structured parking and great new public gathering spaces. The north side of Nunn Drive will house an approximately 70,000-s.f. professional office building that will be occupied by St. Elizabeth Healthcare. A ground breaking for the initial phase of the development is expected in mid-2018.

universities and trade schools are heeding the call. EGC works with the education sector as it focuses on project management with a variety of skilled tradespeople.

“We are a full-service construction company and try to be among the most collaborative with our clients in how to get projects done successfully,” Sletto said.

The Northern Kentucky region has a laundry list of completed builds and announced builds to keep Hemmer, EGC and companies like them busy. In Florence, some of these include the Comfort Suites Hotel, Magnolia Springs Senior Living center, Hilton Home2 Suites, new to the market I Love Kickboxing, Full Throttle Indoor Carting, Bear Paddle Swim Club, and Dominion Senior Living.

Covington has a long list, including the \$17 million Duveneck Square and the “RiverHaus” project in Covington’s Main Strasse Village.

In December 2017, Highland Heights-based Northern Kentucky

University, in partnership with development partner Fairmount Properties, announced plans for a mixed-use development and professional office building along U.S. 27 and Nunn Drive. The pedestrian-scaled, mixed-use “town center” style district will include restaurants, retail space, apartments, a hotel, structured parking and public gathering spaces. A groundbreaking is expected this year

And, a long-awaited mixed-use development project in Ludlow, Ludlow Yards, in fall 2017 chose Philadelphia-based Pennrose to handle its build.

The Cincinnati office of New York-based Turner Construction Co. also has been busy in Northern Kentucky. Jessica Fitzwilson, a business development official at Turner, said healthcare construction is a hot market for the company.

we’re looking at how to continue to grow,” he said. “Part of that question is the accessibility of that land. We’re faced with a question of, even though we do have some good amount of land that’s not developed, it’s not really accessible or the utilities aren’t available to it. We have some good opportunity in the long term, but we have to make some investments to make it accessible.”

Meanwhile, the construction industry as a whole is investment in educating the workforce.

“Our goal is to work on building skilled tradespeople, adding those to the workforce,” Sletto said. “We spent a significant amount of time on that and will continue to do that in 2018.”

Workers are needed in fields like masonry, carpentry, concrete and a bevy of other construction related jobs, and

The Paul Hemmer Company photo



Hemmer is in the midst of a new 541,250-s.f. speculative facility for VanTrust at the Cincinnati/Northern Kentucky International Airport.

EGC Construction is completing approximately 22,000 s.f. of renovation, including the addition of new physician offices, imaging equipment and two new surgical suites at Beacon Orthopaedics & Sports Medicine in Sharonville, Ohio.

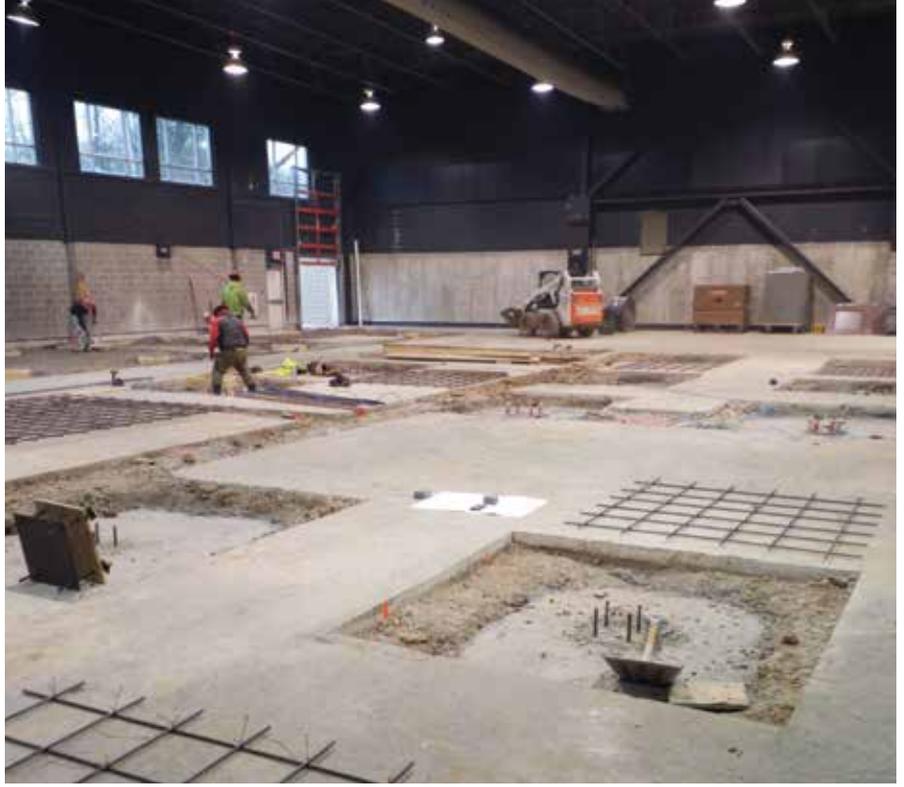
**EGC CONSTRUCTION CORP.**

30 West 4th Street  
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Shad Sletto,  
Director,  
EGC  
Construction  
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EGC is a design/build firm that reliably provides realistic pricing, schedules, and design by combining experienced personnel on one team, focused on the same clients and the same types of projects. Process equipment installation; facility improvements for manufacturing; medical equipment planning, site preparation and construction; general commercial facilities ranging from restaurant to automobile service and sales centers reflect our capability.



EGC Construction Corp. photo

The firm is finishing up the \$97 million Health Innovation Center at Northern Kentucky University, and it just recently won the massive St. Elizabeth Healthcare Cancer Center project. It also is working on

a \$25 million transformation of the defunct Bavarian Brewery building in Covington to the new Kenton County Administration Building.

Turner's builds are not only eye-pleasing, they are energy efficient.

"It's almost becoming the standard," Fitzwilson said. "Our clients are very focused first on cost but also on longer-term costs. Some companies are actually developing their own green standards." ●

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# Growth on the financial scene

Northern Kentucky bank customers benefit from deep knowledge, enthusiastic outlook

BY ABBY LAUB

**G**ROWTH is on the mind of financial centers in Northern Kentucky.

“We are experiencing considerable growth in a variety of business sectors that are locating and expanding in Northern Kentucky,” said Central Bank’s Northern Kentucky Market President James R. Uebel. “That’s also creating strong residential growth as people choose to live close to where they work. This employment diversity is a tremendous strength that is happening throughout our market.”

Central Bank is “excited and optimistic,” he said, about the market’s fast-paced upswing and has “opted to take a proactive approach to our evolving market.” So much so that it will be expanding its own operations with the addition soon of a fourth banking center in Union.

“We have also expanded our lending, retail and wealth management staff to ensure we keep pace with the growth in our communities,” he added. “We currently have three banking centers, stationed in Florence, Crestview Hills and Fort Mitchell.”

The Northern Kentucky financial market benefits from its location over the river from the nation’s 28th largest metropolitan area, with a population of more than 2 million and home to a list of Fortune 500 companies. The six Northern Kentucky counties – Boone, Campbell, Gateway, Gallatin, Grant, Kenton and Pendleton – have bank deposits of nearly \$7 billion, accounting for nearly 10 percent of the state’s total.

Those numbers are likely to rise in the coming years.

“The Northern Kentucky banking market should continue to benefit from

**“The Northern Kentucky banking market should continue to benefit from the steady growth of the overall greater Cincinnati region and the improving performance of the U.S. economy.”**

**— Jason Payne, Managing Director of the Northern Kentucky Market, Republic Bank**



the steady growth of the overall greater Cincinnati region and the improving performance of the U.S. economy,” said Republic Bank’s Managing Director of the Northern Kentucky Market Jason Payne. “At Republic, we expect to see strong growth in equipment financing opportunities as local manufacturing firms look to expand their operations to meet increasing consumer demand, as well as take advantage of the favorable depreciation that the tax reform will bring. In addition, our recent investment in treasury management sales officers will allow us to grow deposits at a faster rate going forward.”

The local housing market continues to experience consistent year over year growth, Payne said, and should bode well for the bank’s residential mortgage line of business in 2018. This will add to the bank’s already impressive bottom line.

“Republic Bank-Northern Kentucky/Cincinnati has grown in asset size from \$30 million to \$280 million by expanding relationships organically in the Northern Kentucky area,” Payne said. “Overall, Republic Bank has about \$5 billion in assets, which makes us a large community bank with considerable flexibility. After expanding into Cincinnati in August 2016, we expect similar double-digit growth with our high-touch community bank philosophy.”

While customers can still expect hometown service, clients and banking centers in Northern Kentucky also benefit from a next-door location to one of the nation’s largest metropolises.

**“We are experiencing considerable growth in a variety of business sectors that are locating and expanding in Northern Kentucky. That’s also creating residential growth as people choose to live close to work. This employment diversity is a tremendous strength that is happening throughout our market.”**

**— James R. Uebel, Northern Kentucky Market President, Central Bank**

Republic plans a new regional banking office in Crestview Hills in March 2018 and hopes to announce one additional location near Westchester later in 2018.

Community banks are huge players for the area.

One main example is Heritage Bank. Based in Burlington, Heritage has been locally owned and operated since 1990. Heritage Bank President & CEO

## REPUBLIC BANK

535 Madison Ave.  
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republicbank.com



Jason Payne,  
Managing  
Director –  
NKY/Cincinnati,  
Republic  
Bank & Trust

Republic Bank has grown to become the largest locally-owned community bank in Kentucky, offering a full array of banking and financial services for individuals as well as small and large businesses.

Lytle Thomas sees a bright banking future for his small but influential bank.

“I am very optimistic about economic opportunities in our region,” Thomas said. “Heritage Bank has grown tremendously, and we have added many talented employees to accommodate that growth. The number one concern I hear from our customers is the lack of skilled labor to fill local workforce needs. I believe this shortage will be our biggest challenge in the coming year. With the support of our Northern Kentucky Chamber, and our area schools and educators, we will work together to address workforce readiness in our community.”



Also in Northern Kentucky are a variety of local and large financial centers like Huntington Bank, Forcht Bank, BB&T, Fifth Third Bank, and United Bank.

Republic Bank has roughly \$5 billion in assets and expanded to Cincinnati in 2016. Officials expect double-digit growth in the Northern Kentucky/ Greater Cincinnati market.

### Allied Financial Solutions

Florence – allied-financial-solutions.com

### Alphamark Advisors

Fort Mitchell – alphamarkadvisors.com

### Altus Wealth Management

Fort Mitchell – altuswm.com

### Apprisen

Florence – apprisen.com

### Aviara Accelerators

Covington – aviaraaccelerators.com

### Bannockburn Global Forex, LLC

Cincinnati, OH – annockburnsecurities.com

### Bartlett & Co.

Cincinnati, OH – bartlett1898.com

### BB&T

Crestview Hills – bbt.com

### Bottom Line Services

Fort Mitchell – bottomlineservices.com

### The Catalytic Fund

Covington – thecatalyticfund.org

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Central Bank says it's experiencing considerable growth in Northern Kentucky. It already has locations in Florence, Fort Mitchell and Crestview Hills, and soon will open a branch in Union.

**Central Bank**  
Florence – centralbank.com

**Chase**  
Cincinnati, OH – chase.com

**Citi**  
Florence – citigroup.com

**Citizens Bank Of Northern Kentucky**  
Newport – cbnkcc.com

**Citizens Deposit Bank**  
Fort Wright – cdbt.com

**Citizens Federal Savings & Loan Association**  
Covington – citizens-federal.com

**Commonwealth Bank & Trust Co.**  
Florence – cbandt.com

**Coppage Wealth Management**  
Florence

**COVE Federal Credit Union**  
Edgewood – covefcu.org

**Eagle Financial Services, Inc.**  
Florence – eagle.com

**Edward Jones**  
Edgewood, Erlanger – edwardjones.com

**Envoy Mortgage, Ltd.**  
Crestview Hills – envoymortgage.com

**Fidelity Investments**  
Covington – fidelity.com

**Fifth Third Bank**  
Florence – 53.com

**Focus On Success**  
Fort Mitchell – focusonsuccess.com

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Jim Uebel,  
Market  
President,  
Central Bank

**Forcht Bank**  
Burlington – forchtbank.com

**Fourth Street Performance Partners, Inc.**  
Covington, – fourthst.com

**FTJ Fund Choice, LLC**  
Hebron – ftjfundchoice.com

**Guardian Savings Bank**  
Multiple braches – guardiansavingsbank.com

**Heritage Bank**  
Burlington – heritagebank-ky.com

**Hilliard Lyons**  
Fort Mitchell – hilliard.com

**Huntington Bank**  
Florence – huntington.com



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Lytle Thomas,  
President/CEO,  
Heritage Bank

Heritage Bank is more than just a bank; we're your neighbors, friends, school volunteers, community advocates, and fellow residents. We're committed to knowing our customers personally and providing a friendly banking experience. Locally owned and operated since 1990, Heritage Bank is a trusted advisor and partner to individuals and businesses throughout Kentucky.

### **Kemba Credit Union**

Florence – kemba.org

### **Kentucky Federal Savings & Loan Association**

Covington – kentuckyfederal.com

### **Kentucky Land Title Agency, Inc.**

Fort Mitchell – kentuckylandtitle.com

### **L & N Federal Credit Union**

Erlanger – lnfcu.com

### **Legacy Financial Advisors**

Covington – legacyfinancialadvisors.com

### **MCF Advisors**

Covington – mcfadvisors.com

### **Merrill Lynch**

Fort Mitchell – ml.com

### **Morris & Bressler**

Florence – morrisbressler.com

### **Odyssey Financial Advisors**

Edgewood – ameripriseadvisors.com

### **OMEGA Processing Solutions, LLC**

Fort Thomas – omegap.com

### **Option Financial, LLC**

Fort Mitchell – optionfinancial.com

### **PNC Bank**

Cincinnati, OH – pnc.com

### **Polaris Home Funding**

Cold Spring – homeloansuccess.com

### **Primerica Financial Services**

Fort Wright – primerica.com

### **Principled Wealth Advisors, LLC**

Covington – rincipledwealth.net

### **Prosperity Financial Group**

Fort Mitchell – prosperityconnect.com

### **Renaissance Investment Management**

Covington – reninv.com

### **Republic Bank**

Covington – republicbank.com

### **Stock Yards Bank & Trust Company**

Cincinnati, OH – syb.com

### **Stockton Mortgage Corp.**

Florence – smcapproved.com

### **U.S. Bank**

Covington – usbank.com

### **Union Home Mortgage Corp.**

Fort Mitchell – unionhomemortgage.com

### **United Community Bank**

Lawrenceburg, IN – bankucb.com



Locally owned and operated since 1990, Heritage Bank is a trusted advisor and partner to individuals and businesses throughout Kentucky. Pictured is its home office in Burlington.

### **Victory Bancorp, Inc.**

Fort Mitchell – victorycommunitybank.com

### **Wells Fargo Advisors, LLC**

Fort Mitchell – wellsfargoadvisors.com

### **Wells Fargo Bank**

Louisville – wellsfargo.com

### **Wurz Financial Services**

Covington ●

Information provided by Northern Kentucky Chamber of Commerce

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# Heritage BANKO



# Connecting and protecting

A bevy of local and national firms help keep the region's economic engines churning

BY ABBY LAUB

A steady influx of new businesses and residents means Northern Kentucky companies need smart growth strategies – from communications, to financial planning and IT services. There is a diverse community of support and services firms providing it.

One such entity is the regional CPA firm MCM LLP, which provides specialized services to a broad range of clients from its two Cincinnati offices. Among the notable needs and trends among MCM's Northern Kentucky clients, according to Crystal Faulkner, Cincinnati market leader and partner, are expanding operations and sales beyond American borders to participate in increasing levels of international business.

The firm has nearly 350 employees across five offices, including locations in Jeffersonville, Ind.; Louisville and Lexington; and Cincinnati; and recently merged with Indianapolis-based CPA practice K.B. Parrish & Co. MCM is large but serves businesses big and small in Northern Kentucky.

Strategic Advisors LLC helps people launch their businesses and get connected on a local scale. Patrick Crowley, a partner, noted the strength of Northern



Kentucky's business community and said "you have to know this community, you have to know the people in it, and it's about relationships in the counties."

Getting linked into local networks is key, said Crowley, who gain an understanding about being connected by spending much of his professional life as a reporter. His firm uses communication "surgically" to get messages out and help companies outside of the region figure out the best way to get to know people.

"We actually get hired a lot of times by companies outside of the region – downstate and in Cincinnati," he said. "One thing that's great about today's world is you can reach people with so many methods of communications, but you want to be strategic. We find out what people are up to and take them around to business, education and community leaders."

Crowley said he is encouraged by the amount of attention that Northern Kentucky is gaining from leaders in Frankfort, and the collaboration among local officials.

For Brian Ruschman, newly minted president at C-Forward Information Technologies, getting and staying connected technologically speaking is his IT firm's focus, but when people hire IT firms these days the number one focus is increasingly cyber security.

"Cyber security is the crux of everything

MCM CPAs & Advisors is the largest CPA firm in Kentucky. It also has a Cincinnati office that serves Northern Kentucky clients.

we do," Ruschman said. "We typically take a multipronged approach to it."

Covington-based C-Forward attacks cyber security with tried and true anti-virus software, anti-malware, precautions at the firewall level and utilizes new tactics with training staff to be more aware of spamming and targeted phishing efforts.

"There are training products that will send spam messages to employees, and it will report back to who clicks on what," Ruschman said. "We can set them up to do this once a week or once a month. It allows us streamline whom we need to focus on; not to scold them but just educate them. Ninety-one percent of viruses and malware still come through email."

C-Forward also provides system audits and provides a third set of eyes on networks, even if there is an in-house IT provider.

"I think in industries like banking and legal, they're getting pressured to have another set of eyes on their network, so we get called in," Ruschman said, adding that some insurance companies are even requiring this extra detail and that C-Forward stays completely up to speed on new tactics and trends.

## MCM CPAS & ADVISORS

Hyde Park:  
3536 Edwards Road  
Cincinnati, OH 45208  
(513) 768-6796  
mcmcpa.com

Downtown:  
201 East Fifth Street  
Suite 2100  
Cincinnati, OH 45202  
(513) 579-1717  
mcmcpa.com



Diane Medley,  
Managing  
Partner,  
MCM CPAs  
& Advisors

As the largest CPA firm in Kentucky, MCM CPAs & Advisors provides highly specialized tax, audit and advisory services to a broad range of clients and industries. Privately and publicly held businesses, not-for-profits, small businesses and individuals across the region, and throughout the country, receive personalized attention and local access from national-level talent.

MCM combines the technical and industry expertise of larger firms without sacrificing the attention and personal service of a local firm. MCM has offices in Cincinnati, Ohio; Louisville and Lexington, Ky.; and Indianapolis and Jeffersonville, Ind.

In Northern Kentucky specifically, Ruschman noted that he's finally seeing people coming out of college who have education specifically based around cyber security as opposed to the more broad programming.

Education is one of the keys to success for UpTech, Greater Cincinnati's accelerator for data-driven startups. Also located in Covington, UpTech was recently named one of the top national accelerators by the Seed Accelerator Rankings Project (SARP), a joint effort from the Massachusetts Institute of Technology and Rice University. With support from Northern Kentucky University's informatics program, UpTech takes applications from across the nation and is a partner in the Kentucky Innovation Network.

Program Director J.P. Woodruff works hard to educate startups on best practices to get launched. UpTech is in its sixth year and has eight participating companies this year. New this year is a partnership with St. Elizabeth Healthcare, which is a first of hopefully many more engagements with local corporations.

"Startups need funding, which we've always been able to provide, and they need guidance, which is something

we believe we're good at, and then in terms of a third thing is customer connections," Woodruff said. "We've been OK with that, but if we can be more strategic in having these corporate partners in place, we have a direct line to mentorship in industry, opportunity for pilots and potentially paid engagements and investments."

This model also assists with corporate innovation, he noted, and helps startup entrepreneurs begin thinking differently. The success of UpTech's accelerator program continues to rise, and has clients from all over the world. Last year five international companies went through the program. For these startups to make money through acquisition, merger, private equity or IPO.

Established businesses and startups alike can benefit from the region's vast network of services. For example, TIER1 Performance Solutions can help improve the effectiveness of key personnel and allow companies to grow further.

Based in Fort Thomas, the award-winning KLH Engineers is responsible for many major projects around the United States for clients like The Home Depot, Under Armour, St. Elizabeth Healthcare, Nike and Newport on the Levee.

In business since 1892, Waltz Business Solutions began as a typewriter repair center in Cincinnati but is now centered in Crestview Hills, and specializes in "document creation to document destruction."

Another longtime business is VonLehman CPA & Advisory Firm. Since 1946 it has deftly guided businesses, nonprofits and governmental entities through ever-changing terrain and has an office in Fort Wright. In nearby Fort Mitchell is another CPA firm, Clark Schaeffer Hackett, a top 100 CPA and advisory firm with more than 400 shareholders and staff and seven offices throughout Ohio and Kentucky.

Moody Nolan brings its international architecture expertise close to home in Cincinnati and Covington. And in Covington, Hub+Weber Architects is a full service architecture and interiors firm, helping clients from early stage pre-development through construction administration.

To help manage all of the wealth generated by doing business well in Northern Kentucky is Cincinnati based Horan, specializing in health benefits, wealth management, and life and disability insurance. ●

## The Lane Report's *Faster Lane*



**THE LATEST  
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# Aggressive treatment for unmet needs

St. Elizabeth Healthcare brings best and brightest caregivers to 6 hospitals and 115 facilities



St. Elizabeth Healthcare Edgewood in suburban Kenton County is home to the largest of the chain's individual hospitals, with 510 beds and a staff of more than 3,600 people.

BY ROBERT HADLEY

**N**ORTHERN Kentucky is experiencing a number of advancements in the medical industry, with the locally based St. Elizabeth Healthcare provider system emerging as a major leader.

The Northern Kentucky region is well situated adjacent to multiple higher education and commerce assets, both factors needed to drive population growth and support medical advancement and investment. Northern Kentucky University, University of Cincinnati and University of Kentucky are all within a 75-mile radius of Covington, a city of 41,000 that serves as the unofficial capital of Northern Kentucky.

St. Elizabeth Healthcare has 115 facilities in Northern Kentucky with

Northern Kentucky Behavioral Health Hospital now under construction in Erlanger will be a 197-bed facility jointly owned and operated by SUN Behavioral Health of New Jersey and St. Elizabeth Healthcare. This \$40 million facility is expected to open in early 2018.



six hospitals facilities, including near Covington, Fort Thomas and Edgewood. It scored high rankings in the specialties of geriatrics and pulmonology by U.S. News & World Report, and was distinguished as “high performing” by the magazine in eight categories, including surgeries to treat heart failure, and colon and lung cancer.

Big news involving St. Elizabeth is the regional medical campus it is building with Northern Kentucky University and the University of Kentucky. St. Elizabeth CEO Garren Colvin blamed the shortage of doctors in the commonwealth on the limited capacity for medical students at area universities, something its new scholarship program and a new campus are designed to rectify.

“Our investment in the scholarship fund is to make sure we can recruit the best and brightest students to our regional campus,” Colvin said. “Our investment will also provide assistance for any economically challenged students.”

The healthcare leader in Northern Kentucky, St. Elizabeth Healthcare has been featured in The Lane Report headlines a number of times over the

past two years for scholarships and philanthropy, as well as its alignment with the nationally recognized Mayo Clinic for access to the best practices in the world.

## Forming partnerships

The first fruits of a collaboration announced in February 2017 between St. Elizabeth, Northern Kentucky University

### ST. ELIZABETH HEALTHCARE

1 Medical Village Drive  
Edgewood, KY 41017  
stelizabeth.com  
@StElizabeth NKY



St. Elizabeth Healthcare is one of the oldest, largest and most respected medical providers in the Greater Cincinnati region. For more

than 150 years, St. Elizabeth has been the heart and soul of healthcare in Northern Kentucky. Founded with one small hospital in 1861, St. Elizabeth Healthcare now operates six facilities throughout Northern Kentucky – St. Elizabeth Covington, St. Elizabeth Edgewood, St. Elizabeth Falmouth, St. Elizabeth Florence, St. Elizabeth Ft. Thomas and St. Elizabeth Grant. St. Elizabeth Healthcare is sponsored by the Diocese of Covington and provided more than \$100 million in uncompensated care and benefit to the community in 2016.

Our mission is to provide comprehensive and compassionate care that improves the health of the people we serve. We accomplish this through state-of-the-art technology and our dedicated associates, led by a well-respected board and executive leadership team who love this organization and our community.

St. Elizabeth Healthcare also became the first healthcare system in Kentucky, Ohio or Indiana to pass Mayo Clinic's rigorous review process and become a member of the Mayo Clinic Care Network, a collaboration that allows physicians from St. Elizabeth Healthcare to consult with Mayo Clinic physicians, providing even better care to our patients.

Garren Colvin,  
President/CEO,  
St. Elizabeth  
Healthcare



**St. Elizabeth**  
HEALTHCARE

**in the Community**

At St. Elizabeth Healthcare, we recognized years ago that to best prepare for the future of healthcare it would require a different way of thinking. We would need to develop partnerships, collaborate on initiatives, align with competitors and other healthcare providers, and establish an environment of openness to solving problems for our Northern Kentucky community.

It is hard to go it alone in this day and age.

To that end, on this page you will find examples of our partnerships, sponsorships and initiatives that provide a direct benefit to this region.

There are more.

One of our goals is to be the best Northern Kentucky community partner possible.

We are open to new collaborations, and we expect to continue to pursue partnerships that make sense when it comes to providing better care for the Northern Kentucky community.

**Whatever it takes to best serve our patients.**



# PARTNERSHIPS

## NORTHERN KENTUCKY UNIVERSITY/ UNIVERSITY OF KENTUCKY

In February 2017, we were part of an exciting announcement regarding a new University of Kentucky medical school regional campus at NKU.

Clinical experiences for students will be at St. Elizabeth facilities.

St. Elizabeth is also supporting the NKU Health Innovation Center that is under construction as we speak and should open in 2018.



## THOMAS MORE COLLEGE

In May 2017, we announced an investment to support and expand Thomas More College's nursing and athletic training programs and to create a new Health Sciences facility.



THOMAS  
MORE  
COLLEGE



**TriHealth**

## TRIHEALTH

In December 2013, we launched a joint venture with Ohio-based TriHealth, called Healthcare Solutions Network, with the goal of better health, better patient experience and lower costs.



**UPTECH**  
ACCELERATE BIG IDEAS

## UPTECH

This partnership with the acclaimed Northern Kentucky-based tech accelerator enables us to pursue cutting edge innovation by offering qualified health tech startups access to top health advisors, mentors and potential consumers.

## SUN BEHAVIORAL HEALTH

We have partnered to open a \$40 million hospital in Erlanger, that opens first quarter 2018, that focused on behavioral health and substance use disorders. The 149,000- square-foot SUN Behavioral Health Hospital will include 197 beds to treat adolescents and adults.



**SUN** Behavioral  
Health

## YMCA

We invested \$1 million to the R.C. Durr YMCA in Burlington, Ky., to build a Healthy Living Center at its facility. This supports our shared goal of having one of the healthiest communities in America.



and the University of Kentucky is a \$2.5 million endowment to fund a scholarship program at UK's Northern Kentucky campus, slated to open in 2019. The scholarship will support full-time students at the new campus seeking an M.D. degree and who remain in good academic standing.

Colvin said in a *Lane Report* article the scholarship represented “an enormous investment in the future of the health of our community. With our partnership with the University of Kentucky, we will be able to provide additional benefits to both organizations as well as the region and commonwealth by directly assisting in medical school support and recruitment for the Northern Kentucky campus.”

Producing more physicians could help address the state's health crisis, where lung cancer, heart disease, diabetes and stroke rank the state in the top 10 nationally.

Five years ago, St. Elizabeth earned a seat among on the Mayo Clinic's network of facilities, the first and only healthcare system in the tri-state area so honored. This arrangement lets doctors treating patients at St. Elizabeth access knowledge from experts in the medical field and is a prestigious partnership.

Since then, St. Elizabeth has undertaken other partnership projects. Plans are well underway for a new, \$40 million facility, the Northern Kentucky Behavioral Health Hospital, a 197-bed treatment center for psychiatric care and substance abuse. This achievement, in partnership with Sun Behavioral Health of New Jersey, adds an additional competency to the cancer and heart and vascular specialties it has recently developed. Colvin said the collaboration was “at the core of our mission.”

“Mental health issues was the number one community need identified in our most recent community health needs assessment,” Colvin said. “Our



partnership will address the current unmet need in our community.”

**Access to a healthy future**

The St. Elizabeth system traces its origins to Civil War times and has innovated steadily. All signs point to St. Elizabeth being poised for greater growth. In May 2016, it created a new position, vice president for marketing leadership. Matthew Hollenkamp, an MBA executive with two decades of experience in sports and consumer products branding and promotion, is the first to fill the position.

In keeping with its stated mission of making Northern Kentucky healthier, which requires access to care, in 2016 St. Elizabeth gifted Healthy Living Center in Burlington with \$1 million in collaboration with the YMCA of Greater Cincinnati. Colvin characterizes the gift, which adds physical therapy treatments at the YMCA, as an investment in the region's future.

“The partnership is a further extension of bringing services directly to our community,” he said. “Partnerships such as this will help achieve our goal of making Northern Kentucky one of the healthiest communities in the country.”

The \$97 million Health Innovation Center at Northern Kentucky University is slated for completion in fall 2018. NKU's College of Health Professions and teams from all six of NKU's six colleges will work together there to solve health challenges including drug and alcohol addiction and chronic illnesses. St. Elizabeth is investing an additional \$8 million for simulation labs where nursing students and those in related health fields can learn in a real-world environment.

Two of the large healthcare systems based in Cincinnati have doctors' offices in Northern Kentucky but don't operate hospitals south of the river. University of Cincinnati Health Physicians has an office in Florence, and Christ Hospital has an outpatient center in Fort Wright.

Smoking, obesity and a lack of exercise were cited as primary factors in the state's low ranking in several studies, but thanks to collaboration among the hospitals and initiatives from community organizations like the Northern Kentucky Regional Alliance, progress is occurring toward the shared mission of a healthier region.

For example, the NKY BUILD Grant Partnership is comprised of the Northern Kentucky Regional Alliance, St. Elizabeth Healthcare, the Northern Kentucky Health Department, Three Rivers District Health Department, and The Center for Great Neighborhoods. These organizations will work together, with guidance from national BUILD advisors, to identify and implement innovative solutions to community challenges. Matching funds from St. Elizabeth Healthcare, combined with BUILD's two-year grant, will further extend the partnership's capacity to help reduce smoking rates in Covington and Gallatin County. ●



Pictured is University of Kentucky President Eli Capilouto, left, with St. Elizabeth Healthcare President and CEO Garren Colvin, announcing the hospital chain's new partnership with the Lexington-based university.

# Learning to be work ready

Northern Kentucky invests in educating its people for the jobs of tomorrow

BY SUSAN GOSSELIN

**K**ENTUCKY is known for products like bourbon, horses and great food. But with one of the nation's highest levels of high school graduation attainment and laser focus on workforce development initiatives, perhaps it should be known for the quality students it produces, too.

According to the 2017 report from the Everyone Graduates Center at the Johns Hopkins School of Education and Civic Enterprises, Kentucky's 87.5 percent high school graduation rate in 2015 puts it in the nation's top 10. Of those students, 93.2 percent attend college, vocational/technical school, enter the military or start their working careers.

Kentucky lawmakers, educators and business leaders are keen to make sure those stats keep climbing and students have job-ready skills, since Northern Kentucky's jobs base is expected to grow overall 12.8 percent by 2024. The commonwealth's workforce occupational outlook shows several careers outstripping the overall growth markets – healthcare practitioners, healthcare support, foodservice, team assemblers and construction all expect job growth rates between 20 and 40 percent.

Janet Harrah, senior director for the Center of Economic Analysis and Development at Northern Kentucky University, said the key to employment will



be making sure students stay ahead of the training and education they need to get these jobs.

"When you talk about a skills gap, it's a very broad discussion. But really, the needs vary by industry," Harrah said. "For instance, in certain higher-wage jobs, like in healthcare, IT and data analytics, there is a national competition for talent that will only be won by graduating more students through four-year programs in these areas. But for other jobs, like modern factory work, or working in logistical centers, we need to have more apprenticeships, more short vo-tech programs, more online and flexible classes to help students take advantage of the opportunities in front of them."

The region's manufacturers and other employers are helping lead the way in special job skills education. A recent example is automotive manufacturing giant Mubea North America, which just graduated its third apprenticeship class – 10 students – in December 2017 in Covington. With the state's nearly \$9 billion in 2017 economic development



Janet Harrah, Senior Director, Center of Economic Analysis and Development, Northern Kentucky University

Workforce development is one of the key focuses of educators from elementary school through higher education.

deals, including many in Northern Kentucky, it's programs like this that will help ensure those dollars invested are met with ready employees.

And being a logistics and manufacturing heavy region, programs like NKU's Global Supply Chain Management degree are key to the area's prolonged success.

The school announced it will begin a new online accelerated degree program in 2018 offering students the ability to earn a bachelor's in nursing, or master's of business administration on a shortened timeframe, with 13 additional programs set to come online in March. NKU also announced a new offering of micro-credential programs, which are two- to four-course mini-certificates in specific topic areas. Designed for working professionals, they can be earned as a single certificate, or stacked with others toward a graduate certificate or master's degree.

At Sullivan University's Center For Learning – Northern Kentucky, career-focused degrees, flexible schedules and financial planning put more education

## SULLIVAN UNIVERSITY CENTER FOR LEARNING – NORTHERN KENTUCKY

207 Grandview Dr., Ste 300  
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Dr. Vicki Berling, Director, Sullivan University Center for Learning – Northern Kentucky

Dr. Vicki Berling is the director of the Sullivan University Center for Learning – Northern Kentucky. A veteran of nearly 20 years of adult and nontraditional education, Dr. Berling has held administrative and managerial positions at Thomas More College and Northern Kentucky University and has worked as well in healthcare management. "I believe passionately that the career-based educational opportunities offered at Sullivan University changes people and opens doors that may have been shut."



The region's premiere institution of higher education, Northern Kentucky University recently hired Dr. Ashish Vaidya as its sixth president. Vaidya's stated focus will be expanding NKU's impact on regional economic development.

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- Nucor
- Skilcraft
- Diversified Composites
- Krauss Maffei
- Steinert US
- Perfetti Van Melle

within reach for more students. And at all of its campuses, the school's professional development center is emphasizing soft skills like However, without soft skills – public speaking, self-confidence, assertiveness, et al – all of the hard skills in the world won't lead to the professional success you seek.

David Armstrong, J.D., president of Thomas More College in Crestview Hills, Ky., said more than ever, colleges have to get creative to meet the needs of students and employers. He said [payscale.com](http://payscale.com) just named Thomas More the No. 1 school in Kentucky for the best return on investment.

"We do that by helping students get the soft skills employers need – a strong, values-based education with a focus on ethics, while building bridges with employers to provide the technical and practical experience to have a job by graduation," Armstrong said. "We're serious about making experiential learning a requirement."

Thomas More has been making good on that promise by creating workforce-ready skills incubators with local companies. It created a program for genetic testing company Gravity Diagnostics in Covington, installing a Thomas More student from the school's Human Resources program to work at the company's offices. The college also runs a STEM outreach center with a biology field station on the Ohio River.

Gateway Community & Technical College in Florence, Ky., is reaching out to employers with its Workforce Solutions program, which partners directly with companies to create customized training programs for students in subjects ranging from soft skills like leadership to more technical programs geared around a company's specific needs. Many students who begin with a credentialing program go on to finish a more traditional associate's style degree.

Kentucky FAME (Federation of Advanced Manufacturers), has an even more comprehensive approach.

Students can come straight out of high school (or return to school) and into the KY FAME program to learn advanced manufacturing tech skills, robotics and more. They go to school two days a week, and work three as paid apprentices for the participating companies that partner with FAME. Upon graduating debt free, good paying, high-demand jobs await them.

The commitment to 21st century learning doesn't start in college. In Erlanger, Ky., Toyota Manufacturing donated its former engineering headquarters building to the Boone County School system. With the help of \$6.8 million in a Work Ready Skills Initiative



Sullivan University opened a Center for Learning in Northern Kentucky in 2016. It has undergraduate degree, graduate degree or certificate programs.

## UNIVERSITY OF THE CUMBERLANDS

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ucumberland.edu

Located in the heart of Appalachia, University of the Cumberlands (UC) is an institution of regional distinction that offers undergraduate degrees in more than 40 major fields of study, along with several pre-professional, graduate, and doctoral programs. With a total enrollment of more than 10,000 students, UC is the largest private university in Kentucky and is devoted to preparing students for the future through hands-on, experiential learning and research.



Dr. Larry Cockrum, President, University of the Cumberlands



Grant from the commonwealth, the district is turning the facility into a school, the Ignite Institute at Roebing Innovation Center. Slated to open to 1,000 magnet school students in 2019, Ignite will be focused on a STEAM curriculum (Science, Technology, Engineering, Arts and Math) with a strong emphasis on real world, experiential based learning.

Similarly, Kenton County Academies of Innovation and Technology is a high

school that allows 800 students yearly to get an early start on informatics, media arts, robotics engineering, biomedical sciences and more.

And it's not only formal education institutions that are moving the needle on workforce education for the state. Janice Urbanik, executive director of Partners for a Competitive Workforce, said her organization is a prime example of how a non-profit like United Way of Greater Cincinnati can pair up

University of the Cumberlands offers its Executive Master of Business Administration programs at its Northern Kentucky campus.

with employers and colleges to create workforce education opportunities. Urbanik said since 2008 it has helped more than 11,000 people get the job preparation, training and placement they need to either get started, or move up in their careers. ●



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# Northern Kentucky made

Manufacturers from around the world find room to grow in the region

BY SUSAN GOSELIN

**M**ORE than a chamber of commerce slogan, “I made it in Northern Kentucky” is an accurate description of the growing momentum the manufacturing sector is experiencing.

From January through October 2017, more than 400 manufacturing jobs were created and \$360 million was invested in new and expanding manufacturing facilities in the eight Northern Kentucky counties alone, according to the state Cabinet for Economic Development.

“Companies looking for manufacturing locations have been taking a second look at Northern Kentucky,” said Jack Mazurak, communications director for the cabinet. “We have qualities employers are looking for: low cost of living, a great quality of life, a deep labor pool, favorable laws and regulations, and a solid base of aerospace and automotive companies already here. And with the Cincinnati airport nearby, companies who locate here can take advantage of the DHL Express (air freight) global hub. They can ship internationally, overnight in most cases.”

Since January 2017, three new companies decided to locate in Northern Kentucky, including Whitehall Inc., which is spending \$40 million to open a Hebron-based plant to manufacture bread products and employ 81 workers; Cabot Corp., which is investing \$89 million in a new chemical plant employing 32 in Carrollton; and MGPI of Indiana, which is investing \$3.8 million to open a contract food and beverage company in Williamstown.

They add to the strong legacy of manufacturing in the region – one rooted



in aerospace products, food service and custom machining.

For instance, Safran Landing Systems, a commercial and military aircraft wheel and brake components maker based in Walton is the world leader in aircraft landing and braking systems. The company staffs 380 employees, and completed a \$100 million expansion in 2016. It is one of the reasons Kentucky's largest export category is aircraft parts and accessories, accounting for 37 percent of the commonwealth's total exports in 2016.

Northern Kentucky's advantageous business climate has led many important manufacturers to call the region home, including sometimes Fortune 500 company General Cable, auto parts maker Mubea, Tyson/Hillshire Foods, Novolex, The Schwan Food Co., Robert Bosch Automotive Steering, Architectural Aluminum Products, and Evenflo Feeding, and L'Oréal.

Mubea is the area's largest manufacturer, employing more than 1,300 workers producing heavy-duty products for lightweight construction.

“Mubea's successful manufacturing operations over the years have been the direct result of the hard work of our committed Northern Kentucky and tri-state employees combined with the strong and enthusiastic efforts of

Safran Landing Systems is a commercial and military aircraft wheel and brake components maker. In late 2016 it broke ground on a \$100 million expansion in Walton. It staffs nearly 400 employees.

the entire business support network, including the Governor's Office, the Economic Development Cabinet, the Labor Secretary's Office, Gateway Community and Technical College, the Tri-ED staff, the NKY Chamber, and the press,” said Doug Cain, CEO of Mubea North America. “In addition, the local government officials and services sector have always made us feel a valued member of the community.”

L'Oréal completed installation of the biggest solar power plant in Kentucky in summer 2017. The 4,140-panel configuration sits on a Kenton County rooftop and equates to over 1,000 metric tons of carbon that won't be introduced into the air, according to L'Oréal USA Plant Manager Nicole Frey.

“Companies want to manufacture in the U.S.,” said Brian Papke, chairman of Mazak Corp. in Florence. “If you are making something simple, you make it offshore, but manufacturing is much more sophisticated than it has been in the past. Products are more complex and made with fewer parts. You need the



Northern Kentucky is known for a thriving automotive and aerospace manufacturing sector, including Indy Honeycomb. Its structural honeycomb products are used in aerospace shuttle applications and missile fins, as well as for aircraft.

equipment to make that, and you need people with skills to run them.”

Cutting-edge machine tool leader Mazak makes customized, advanced technology for other manufacturers, a high precision business requiring a large workforce of engineers, machinists and advanced manufacturing experts.

“We’ve been in Northern Kentucky for decades now,” Papke said. “And even though our company is privately held in Japan, Kentucky gives us a good base for growing our global reach. The proprietary knowledge you find here and the (advantageous) logistics costs of operating here make it a very attractive place to do business.”

**Abrapower Inc.**

*Abrasive coated foam*  
Florence  
abrapowerusa.com

**Anderson Manufacturing**

*AR 15 Rifles*  
Hebron  
andersonrifles.com

**Angstrom Technologies**

*Electro optical UV detectors*  
Florence  
angtech.com

**AquiSense Technologies**

*LED devices*  
Erlanger  
aquisense.com

**Armor USA Inc.**

*Thermal transfer printer ribbons*  
Hebron  
armor-tt.com

**Atkins & Pearce Inc.**

*Braided technical textiles*  
Covington  
atkinsandpearce.com

**Avure Technologies**

*High pressure food processing*  
Erlanger  
avure-hpp-foods.com

**Baker Stamping**

*Tubular stamp and multi-slide parts*  
Wilder  
bakerstamping.com

**Balluff**

*Industrial networking, object detection*  
Florence  
balluff.com

**Beckman Coulter**

*Diagnostic tests/equipment*  
Florence  
beckmancoulter.com

**Benda-Lutz Corp.**

*Blitz® bonded metallic powder coatings, Blitz® aluminum pigments*  
Independence  
benda-lutz.com

**Best Sanitizers**

*Hand sanitizer*  
Walton  
bestsanitizers.com

**Beverly International Nutrition Inc.**

*Nutrition sports manufacturer*  
Cold Spring  
beverlyinternational.net

**Blue Grass Quality Meats**

*Deli meats*  
Erlanger  
bluegrassqualitymeats.com

**Bonfiglioli USA**

*Hebron*  
bonfiglioliusa.com

**Celanese**

*Advanced polymer technology to produce high-performance plastic materials*  
Florence  
celanese.com

**Clarion Corp. Of America**

*Car audio, multimedia, information products*  
Walton  
clarion.com

**Clopay Plastic Products Co.**

*Specialty films, extrusion coatings, custom-printing, engineered laminations*  
Augusta  
clopayplastics.com

**Continental Building Products**

*Wallboard and joint compound materials*  
Silver Grove  
continental-bp.com

**Cummins Filtration**

*Filtration, coolant and fuel additive technology*  
Walton  
cumminsfiltration.com

**Desma USA Inc.**

*Tooling, rubber injection molds and injection molding machines*  
Hebron  
desma-usa.com

**Diversified Structural Composites**

*Pultruded composite products, carbon fiber equipment*  
Erlanger  
diversified-composites.com

**Dixie Dew**

*Ice cream toppings*  
Erlanger  
dixiedewproducts.com

**ESCO Corp.**

*Construction attachments, mining, and conveyor products*  
Covington  
escocorp.com

**Ethos Labs**

*Drug tests*  
Newport  
ethos-labs.com

**Evenflo Feeding Inc.**

*Infant equipment and juvenile products*  
West Chester  
evenflofeeding.com

**Fabritec International**

*Professional dry cleaning detergents, wet cleaning soaps and spotting chemicals*  
Florence  
fabritec.com



**Fields Welding Inc.**

*Structural steel fabrication, metal fabrication*  
Fort Wright  
fieldswelding.com

**Fives Cincinnati**

*Machining and assembly systems, aerospace and automotive production equipment*  
Hebron  
metal-cutting-composites.fivesgroup.com

**Flottweg**

*Decanter centrifuges, separators, belt presses*  
Independence  
flottweg.com

**Fortress Interlocks Inc.**

*Safety access and control systems*  
Erlanger  
fortressinterlocks.com

**Fuji Autotech USA LLC**

*Walton*  
fujiautotec.net

**Galerie Candy & Gifts**

*Chocolate and specialty candy*  
Hebron  
galeriecandy.com

**GameMaster**

*Louisville Slugger Instructional items and pitching machines*  
Erlanger  
gmasterathletic.com

**Gates Corp.**

*Belts, hose, hydraulics*  
Hebron  
gates.com

**General Cable**

*Copper, aluminum and fiber optic wire and cable*  
Highland Heights  
generalcable.com

**Givaudan Flavors**

*Fragrance and flavor*  
Florence  
givaudan.com

**Glier's Meats Inc.**

*German breakfast sausage*  
Covington  
goetta.com

**Greif Inc.**

*Rigid industrial packaging, steel drums*  
Florence  
greif.com

**Griffin Industries**

*Animal rendering services*  
Cold Springs  
griffinind.com

**HBC-radiomatic Inc.**

*Radio systems for wireless control of cranes and machinery*  
Hebron  
hbc-usa.com

The Mubea Group is a global market leader in the development and manufacture of automobile products with unique features that reduce vehicle weights and help protect the environment by lowering CO2 emissions. Pictured is a tailored rolled blank product out of the company's Florence manufacturing plant.

**Hahn Automation**

*Industrial equipment and technology*  
Hebron  
hahnautomation.com

**Hy-Tek Integrated Systems**

*Material handling solutions*  
Hebron  
hy-tek.net

**Indelac Controls Inc.**

*Quarter turn rotary electric actuators used for valve and damper automation*  
Florence  
indelac.com

**Indy Honeycomb**

*Engine seal, structural & other applications of honeycomb*  
Covington  
indyhoneycomb.com

**International Mold Steel Inc.**

*Steel for plastic & rubber molds*  
Florence  
imsteel.com

**Iofina Chemical Inc.**

*Select halogen specialty chemicals, iodine*  
Covington  
iofina.com

**J.A.C., Inc.**

*Custom machine safety guarding*  
Alexandria

**Jack's Glass Inc.**

*Home and auto glass solutions*  
Elsmere  
jacksglassshop.com

**J-Fab LLC**

*Florence*

**Johnson Controls Inc. - Power Solutions**

*Lead acid batteries*  
Florence  
jci.com

**Kellogg Snacks**

*Keebler Products*  
Florence  
kelloggs.com

**Kiswel Welding Products**

*Welding filler manufacturer*  
Florence  
kiswelusa.com

**Krauss-Maffei**

Plastic fabrication  
Florence  
kraussmaffei.com

**KRC Machine Tool Services**

Fanuc and Siemens CNC retrofitting  
Independence  
krcmachinetoolservices.com

**Lally Pipe & Tube**

Structural & limited service steel pipe

**Linamar**

Automotive parts and components  
Florence  
linamar.com

**Linkology**

Security systems for parking garages  
Newport  
linkologyusa.com

**Lohmann Corp.**

Specialty adhesive tapes, precision die-cuts  
Hebron  
lohmann-tapes.com

**L'Oreal USA-Florence Manufacturing**

Hair care products  
Florence  
loreal.com

**LSI**

Menu boards  
Florence  
lsi-industries.com

**Lyons Magnus**

Flavorings and juices  
Walton  
lyonsmagnus.com

**Mauer USA**

Injection molded caps and closures for personal care products  
Hebron

**Mazak Corp.**

Florence  
CNC turning centers, vertical machining centers, horizontal machining centers, Multi-Tasking machines, 5-axis machines

**Meritor Automotive Inc.**

Axle, brake and suspension solutions  
Florence  
meritor.com

**Mubea Inc.**

Lightweight construction specialist providing heavy duty spring components and related products  
Florence  
mubea.com

**National Band & Tag Co.**

Poultry leg and wing bands, bands used for wildlife, ID tags  
Newport  
nationalband.com

**North American Stainless L.P.**

Steel  
Ghent  
northamericanstainless.com

**Novolex**

Paper products  
Florence  
novolex.com

**Nucor Steel Gallatin**

Hot band coils  
Ghent  
gallatinsteel.com

**NEW MANUFACTURING FIRMS IN NKY**

CITY	COMPANY	INVESTMENT
Hebron	Whitehall Inc.	\$40,000,000
Carrollton	Cabot Corp.	\$89,000,000
Williamstown	MGPI of Indiana LLC	\$3,800,000

**EXPANDING MANUFACTURING FIRMS IN NKY**

CITY	COMPANY	INVESTMENT
Erlanger	Perfetti Van Melle USA	\$11,000,000
Florence	Aristech Surfaces LLC	\$17,900,000
Florence	Mubea Tailor Rolled Blanks	\$73,334,500
Florence	Schwan's Global Supply	\$33,967,987
Florence	SWECO	\$4,600,000
Hebron	CW Zumbiel Co.	\$6,700,000
Alexandria	Tyson-Hillshire Brands	\$50,450,000
Carrollton	Dow Corning Corp.	\$9,500,000
Covington	Interplastic Corp.	\$20,000,000

Source: ThinkKentucky, Cabinet for Economic Development—Kentucky Locations and Expansions Announced/Reported January-October 2017

**Pepsico**

Snacks, foods and beverages  
Erlanger  
pepsico.com

**Perfetti van Melle**

Airheads  
Erlanger  
perfettivanmelleusa.us

**PG LifeLink**

Isolated power system design and manufacturer  
Erlanger  
pglifelink.com

**Post Glover**

Power resistors  
Erlanger  
postglover.com

**R & R Design & Manufacturing**

Conveyor & automation systems  
Florence  
rrdesignmfg.com

**R.A. Jones & Co.**

Packaging machinery  
Covington  
rajones.com

**River Metals Recycling LLC**

Scrap recycling  
Fort Mitchell  
rmrecycling.com

**Road ID**

Road ID Bracelets  
Fort Mitchell  
roadid.com

**Robert Bosch Automotive**

Steering columns  
Florence  
bosch-automotive-steering.com

**Safran Landing Systems**

Carbon brakes for airplanes  
Walton  
safranmbd.com

**F.N. Sheppard & Co. Inc.**

Specialty belting  
Erlanger  
fnsheppard.com

**Skilcraft**

Surgical products, production, medical devices  
Burlington  
skilcraft.com

**A.O. Smith Co.**

Water heaters, boilers and storage tanks  
Florence  
hotwater.com

**Steinert US**

Dry magnetic drum separator solutions and sensor sorting solutions  
Walton  
steinertglobal.com

**Steinkamp Molding L.P.**

Mold & Tool  
3-D rubber/metal & plastic injection molds, blow molds, foam molds  
Erlanger  
stkms.us

**Sterling Cut Glass**

Contracts with the PGA Tour  
Erlanger  
sterlingcutglass.com

**Sterling Ventures, LLC**

Limestone mine, crushed stone  
Verona

**Stewart Iron Works**

Ornamental iron fencing and gates  
Erlanger  
stewartironworks.com

**STOBER**

Gearboxes  
Maysville  
stober.com

**Studio Vertu**

Italian marble products  
Newport  
studiovertu.com

**Sweco**

Industrial separation equipment  
Florence  
sweco.com

**Tente**

Casters that go on hospital beds  
Hebron  
tente.com

**TOPAS Advanced Polymers Inc.**

World's leading maker of cyclic olefin copolymer  
Florence  
topas.com

**Toyota Boshoku America**

Automotive interior systems  
Erlanger  
toyota-boshoku.com/us/

**Trivaco**

Specialty valves, actuators, actuation controls  
Hebron  
trivaco.com

**Tyson/Hillshire Brands**

Meat, primarily cocktail wienies  
Alexandria  
tysonfoods.com/hillshire-brands.aspx

**Paul Tuemler L.P. Gas Inc.**

Propane gas service  
Walton  
paultuemlerlpgas.com

**The Schwan Food Co.**

Red Baron Pizza  
Florence  
theschwanfoodcompany.com

**US Playing Card Co.**

Erlanger  
usplayingcard.com

**ViaCord**

Umbilical cord blood preservation  
Hebron  
viacord.com

**The Waddington Group**

High-quality disposable serving ware  
Covington  
wna.biz

**Wagstaff**

Capital equipment for molten aluminum industry  
Hebron  
wagstaff.com

**Wild Flavors**

Flavor technology  
Erlanger  
wildflavors.com

**Willow Ridge Plastics Inc.**

Oxobiodegradable additives for plastics  
Erlanger  
willowridgeplastics.com

**Wolf Steel USA Inc**

High end fireplaces, grills, HVAC  
Crittenden  
napoleonproducts.com

**ZF Boge Elastmetal**

Transmissions, steering systems, axles  
Hebron  
zf.com

**Zotefoams Inc.**

Cross-linked block foams, world leader  
Walton  
zotefoams.com

**The C.W. Zumbiel Co.**

Packaging  
Hebron  
zumbiel.com ●

Source: Northern Kentucky Tri-ED and Northern Kentucky Chamber of Commerce

# 12

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# A 'spirited' new endeavor

Northern Kentucky is making a name for itself in bourbon

BY ABBY LAUB

WHILE the Western world organizes dates by Before Christ and Anno Domini (BC and AD), the year 2018 might mark a milestone for Northern Kentucky's hospitality sector, which already bursts with attractions that account for 20 percent of Kentucky tourism and nearly 10 percent of its hospitality jobs.

Bourbon is "officially" arriving in Northern Kentucky and the economic implications may separate the region into "Before Bourbon" and "After Bourbon," thanks to work by meetNKY and new designations by the Kentucky Distillers' Association. In November 2017, Northern Kentucky was designated an "official gateway" to the Kentucky Bourbon Trail, and new distilleries are coming onto the Kentucky Bourbon Trail Craft Trail.

The gateway designation aims to bring more thirsty visitors into the state from around the world.

Bourbon is a key focus of meetNKY, said its President & CEO Eric Summe, CDME, CTA.

"That's a key priority right now," he said. "We have gotten together with the distilleries in Northern Kentucky that are already on the KDA Bourbon Craft Tour, and with Kenton, Campbell and Boone County administrators, we formed a group earlier in the year that included the distilleries we have here."



Newport's entertaining waterfront is set to get another unique attraction when Koch Development builds a 235-foot Ferris wheel.

New Riff Distillery photo



Local distilleries include New Riff Distilling in Newport and Old Pogue Distillery in Maysville. There are plans to launch the Bourbon Line or "B Line" in early 2018 to promote the region's increasing number of bars and distilleries.

"There is so much more to come on this," Summe said. "We've recruited bourbon bars, bourbon restaurants, and each of those are required to have a set number of bourbons they offer for sale. And we've got an official license agreement with the regular (Kentucky) Bourbon Trail – so we can share in their promotion and put some tours together."

Adam Johnson, senior director of the KDA's KBT™ experiences, said the partnership with meetNKY is a "great one" for the KDA, and that Northern Kentucky is an ideal location to draw people into Kentucky and the rest of its famed bourbon stops. Quick drives down Interstates 71 and 75 from the Cincinnati region bring visitors to most of the other bourbon trail stops.

Kentucky Bourbon is one of the commonwealth's most historic and treasured industries, a booming \$8.5 billion economic engine generating about 17,500 jobs. The industry's current \$1.2 billion building boom is adding tourism and further expanding production facilities.

Johnson called Northern Kentucky a "charming, thriving region that showcases

Thanks in part to distilleries like New Riff Distillery in Newport, Northern Kentucky was dubbed an "official gateway" to the Kentucky Bourbon Trail.

**meetNKY | NORTHERN KENTUCKY CONVENTION AND VISITORS BUREAU**

50 East RiverCenter Blvd., Suite 200  
Covington, KY 41011  
(859) 261-4677  
meetnky.com



Eric Summe, President/CEO, meetNKY

The primary mission of meetNKY is to serve as an economic development agency that positively impacts the Northern Kentucky economy through destination sales, destination marketing and visitor services. The tourism industry in NKY is a vibrant part of the regional visitor economy that generates more than \$5 billion in economic impact and supports 77,000 jobs.

an exceptional mix of Bourbon history and urban innovation." He hopes the partnership will capture that energy not only in bourbon and distilleries but in other restaurants and events. In August 2017, Bourbon Review magazine designated five Northern Kentucky establishment among the Top Bourbon Bars in America.

"You're up there, and Cincinnati is a great town with a lot to do, and Northern Kentucky is a really big part of that," Johnson said. "It's got a good

The 204,000-s.f. Northern Kentucky Convention Center has a prime location on the Ohio River and is slated for expansion thanks in part to a newly approved a 1 percent increase in Northern Kentucky's hotel bed tax to support expansion plans.

craft distillery scene with some of the oldest brands like Old Pogue, a new spin on it with New Riff (Distillery) and lots of fun stuff at Second Sight Distillery in Ludlow. Boone County Distilling (in Independence) is killing it with all of their events, and we've got some of these new guys coming on board like the Neeley Family Distillery in Sparta.

"It's an exciting time, especially with the new airport options and lots of overseas connections coming in," Johnson said. "What Northern Kentucky is doing is kind of complimenting what we're trying to achieve."

Craft trail visitors in 2016 accounted for 200,000 of the total 1 million Kentucky Bourbon Trail visits, he said, and the "craft guys have really led the charge" by enhancing the visitor experience.

As an "official gateway" sponsor, the region will receive recommended itineraries marketing support from the KBT. Louisville also is a "gateway" level KBT sponsor.

Johnson commended efforts to amp up international flights at Cincinnati-Northern Kentucky International Airport, so visitors can now fly direct to Kentucky from overseas. WOW Airlines starts CVG service in 2018, making Northern Kentucky more reachable by internationals. CVG offers Kentucky's the only nonstop international flights.

### **'Europeans are very hot for the South'**

MeetNKY is focused on keeping those international visitors happy, Summe said,



and while bourbon clearly will help, it's not all there is to experience.

Northern Kentucky is rich in history, sights, festivals, hotels, restaurants and outdoor recreation. The Cincinnati USA Regional Tourism Network, though it bears the name of the close northern neighbor, works hard to promote the region. RTN is a destination marketing organization for leisure travel to the tri-state area. RTN promotes leisure tourism on behalf of 15 counties in three states. In Indiana the primary focus is casinos, and in Ohio the emphasis is mainly on Cincinnati's Hamilton County. However, the other counties are in Kentucky, where visitors will find interesting experiences and hotels within a 40-mile radius of the Ohio River where Covington and Cincinnati meet.

RTN saw record levels of growth in 2016. That included a nearly 5 percent

growth in peak-season hospitality revenue, an \$11.5 million increase over 2015. CincinnatiUSA.com, the region's largest travel website, had its highest single-year visitation in site history (3.4 million visits) with 70 percent of web visitors from outside the Cincinnati region; online visitors from Nashville increased 57 percent.

Northern Kentucky focuses on introducing visitors to Southern hospitality within walkable distance from the major metropolis. Summe expects his area to continue to capitalize on this in 2018. In addition to bourbon, meetNKY has its eye on foreign travelers and conference planners, and talks are ongoing with convention and visitors bureaus around the South.

"We are a co-investor with the Lexington and Louisville CVBs along with the state tourism cabinet ... we fund an initiative called visitKY USA," Summe said. "We have engaged the services of Lofthouse Enterprises, an international marketing specialist. We are targeting certain parts of the world, primarily Western Europe, because our market research indicates that's the greatest potential for business. They have a particular interest in traveling in the South and have already demonstrated that in Southern states. They've already seen the primary (U.S.) sites like Statue of Liberty and Disney World and have an acute interest in the South and 'authentic' experiences.



A Thoroughbred racetrack in Florence, Turfway Park offers live racing in the winter and early spring, including the Spiral Stakes, and simulcast wagering all year.



The Cincinnati Reds Hall of Fame and Museum celebrates the team's history that dates back to the 1800s.

Europeans are very hot for the South.”

Europeans can easily reach Kentucky and the rest of the South directly from Northern Kentucky.

**Convention center gets green light**

The 204,000-s.f. Northern Kentucky Convention Center, built in 1998 in downtown Covington, has fresh backing from local government to actively pursue expansion. MeetNKY sells convention center inventory within a 12-month timeframe for all conventions, meetings and local events; this is a competitive sector, and space limitations are becoming an issue.

This past summer, the Fiscal Courts in Boone, Campbell and Kenton Counties voted unanimously to approve a 1 percent increase in Northern Kentucky's hotel bed tax to support plans to expand the Northern Kentucky Convention Center.

The bed tax increase is committed toward and will generate an estimated \$1.2 million to \$1.5 million annually

for expansion of the center, which is the cornerstone of a Northern Kentucky tourism sector whose overall economic impact is roughly \$400 million a year. The hike was doable because the local bed tax is lower than elsewhere.

The next steps involve undertaking a comprehensive feasibility study, including a market and financial analysis, which will position the Convention Center as a competitive venue for years to come. Summe said. “A year from now we'd like to be having an initial expansion plan in place.”

Fortuitously, next door to the convention center on a 23-acre site is a large Internal Revenue Service processing center due to close in 2019. That space could come into play.

**German influence, authentic experiences**

A little farther outside Boone, Kenton and Campbell counties are unique attractions like the all-new Ark Encounter in Williamstown. Phase one of the \$100 million theme park opened in July 2016

and centers around a replica of Noah's ark that is an eye-popping 51 feet high and 510 feet long. The Ark Encounter is owned by Answers in Genesis, headquartered in Boone County, where it also operates the 75,000-s.f. Creation Museum. The venues have spurred an uptick in faith-based travel in Northern Kentucky.

In nearby Union, Big Bone Lick near Union is considered the birthplace of American vertebrate paleontology due to the impressive Ice Age artifacts the site has yielded. In 2016, a new interactive “ancient bison” exhibit was added.

Many of Northern Kentucky's attractions center around the strong German heritage of the Greater Cincinnati metro area.

In Covington, the MainStrasse Village Association was formed in 1979 to celebrate the area's German history and modern tourism. An annual MainStrasse Village Maifest fills six city blocks with a celebration focused on the German tradition of welcoming the first wines of spring. Every September the village biergarten hosts a hopping Oktoberfest.

Another staple of the German scene is Hofbrauhaus Newport. Boasting “craft bier of Bavarian king,” the lively restaurant and meeting place brews its drinks on site in Bavarian traditions dating back to 1589.

Newport is home to several new hotels, including a Hampton Inn & Suites and a luxury Aloft hotel. Meanwhile, New Riff Distillery has made tremendous progress on its new rickhouse in West Newport.

Set to steal the show is a 235-foot-tall Ferris wheel planned for Newport



Above: The Metropolitan Club is a distinguished private business club that opened in 1991 boasting 360 degree views of Northern Kentucky and Cincinnati.

Right: Newport Aquarium at Newport on the Levee offers visitors a unique, hands on experience.





The Creation Museum in Petersburg is a state-of-the-art 75,000-s.f. museum that brings to life the Biblical interpretation of creation. Exhibits include live animals and a stargazer's planetarium.

on the Levee. The \$10 million project is being designed by St. Louis-based Koch Development and is similar to SkyWheel in Myrtle Beach, S.C.

The already attractive waterfront includes an iconic pedestrian-only Purple People Bridge. Built in 1886, the half-mile span across the Ohio River connects Newport to downtown Cincinnati and to walking-biking trails along the river in both states. Revelers enjoying a new “Party on the Purple” concert series that provides a music scene over the water might hear the famous World Peace Bell ringing a few blocks away. It is one of more than 20 massive Peace Bells around

New Riff Distillery photo



New Riff's Tower Room – which includes a full bar and roof deck, state-of-the-art sound and video systems, an outdoor fire pit and sweeping views of Cincinnati and the Ohio River – is a venue that can accommodate up to 150 people and is an ideal spot for tastings, meetings, networking events, charity galas, and weddings.

the world, and from 2000 to 2006 it was the largest swinging bell in the world.

Other water attractions include the BB Riverboats and Ride The Ducks Newport. The Ohio River attracts paddling enthusiasts from around the nation, most notably for Ohio River Paddlefest.

The historic John A. Roebling Bridge in Covington is a picturesque car and pedestrian thoroughfare that celebrated its 150th anniversary in summer 2017 with RoeblingFest at the Kentucky end of the famous suspension bridge.

Visitors to the prestigious top-floor Metropolitan Club in RiverCenter can enjoy stunning views of the Roebling and Cincinnati in the private business club.

Just down the street in quaint downtown Covington is the boutique Hotel Covington, which is made up of local partnerships to usher guests and visitors into the heart of the city through food, drink and craft.

One notable local favorite on the restaurant scene since 1942 is Walt's Hitching Post in Fort Wright. And Northern Kentucky's most award-winning restaurant and a Fort Mitchell landmark, the Greyhound Tavern, is a short hop from Cincinnati.

Event planners looking for just the right location in Northern Kentucky with views of Cincinnati often find the \$2 million, 10,000-s.f. Drees Pavilion at Devou Memorial Overlook for stellar urban views in a peaceful setting.

For visitors who enjoy architecture, the Cathedral Basilica of the Assumption in Covington is a must-see. The jaw-dropping basilica was the dream of the Most Reverend Camillus Paul Maes, third bishop of the Diocese of Covington. The project began in 1894 and ended in 1915 and is a notable art and architectural monument. The Cathedral Basilica of the Assumption is one of only 35 minor basilicas in the United States and contains noteworthy works from Covington artist Frank Duveneck from the early 1900s.

Across the river in Cincinnati, visitors can experience places like the Cincinnati Zoo and Botanical Garden, Great American Ball Park and a bevy of other experiences – many of which are walkable and bikable from Northern Kentucky.

## ATTRACTIONS

### Ark Encounter

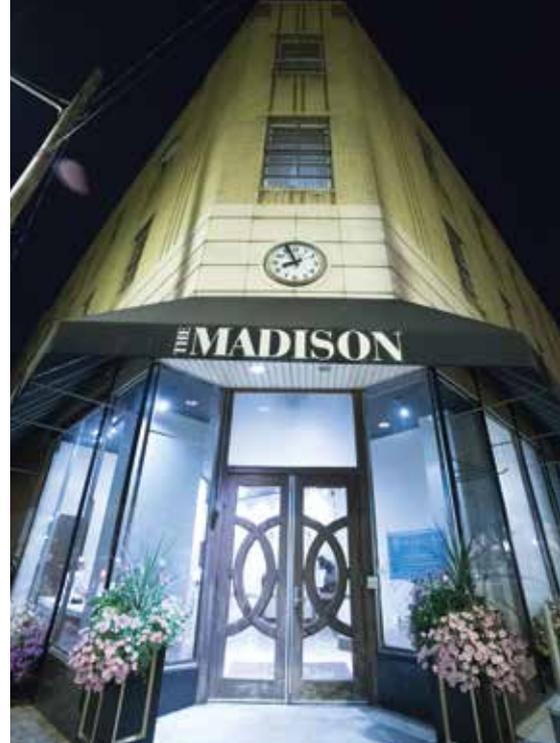
Williamstown – [arkencounter.com](http://arkencounter.com)

### BB Riverboats

Newport – [bbriverboats.com](http://bbriverboats.com)

### Big Bone Lick State Park

Union – [parks.ky.gov/parks/historicsites/big-bone-lick](http://parks.ky.gov/parks/historicsites/big-bone-lick)



In the heart of Covington's bustling and historic downtown, The Madison Event Center hosts weddings, receptions, rehearsals and corporate events.

### Blue Licks Battlefield State Park

Carlisle – [parks.ky.gov/parks/resortparks/blue\\_licks](http://parks.ky.gov/parks/resortparks/blue_licks)

### Boone County Distilling

Independence – [boonedistilling.com](http://boonedistilling.com)

### Braxton Brewing Company

Covington – [braxtonbrewing.com](http://braxtonbrewing.com)

### Donna Salyers' Fabulous Furs

Covington – [fabulousfurs.com](http://fabulousfurs.com)

### Elk Creek Hunt Club

Owenton – [elkcreekhuntclub.com](http://elkcreekhuntclub.com)

### Elk Creek Vineyards

Owenton – [elkcreekvineyards.com](http://elkcreekvineyards.com)

### Kentucky Speedway

Sparta – [kentuckyspeedway.com](http://kentuckyspeedway.com)

### MainStrasse Village

Covington – [mainstrasse.org](http://mainstrasse.org)

### Neeley Family Distillery

Sparta – [facebook.com/neeleyfamilydistillery](http://facebook.com/neeleyfamilydistillery)

### New Riff Distilling

Newport – [newriffdistilling.com](http://newriffdistilling.com)

### Newport Aquarium

Newport – [newportaquarium.com](http://newportaquarium.com)

### Newport on the Levee

Newport – [newportonthelevee.com](http://newportonthelevee.com)

### Northern Kentucky Back Roads Wine Trail

Camp Springs – [stonebrookwinery.com/northern-ky-wine-trail](http://stonebrookwinery.com/northern-ky-wine-trail)

### Old Pogue Distillery

Maysville – [oldpogue.com](http://oldpogue.com)

### Purple People Bridge

Newport – [purplepeoplebridge.com](http://purplepeoplebridge.com)

### Riverside Food Tours

Covington – [riversidefoodtours.com](http://riversidefoodtours.com)

### Second Sight Distillery

Ludlow – [secondightspirits.com](http://secondightspirits.com)

### World Peace Bell

Newport – [southbankpartners.com/world-peace-bell/history.aspx](http://southbankpartners.com/world-peace-bell/history.aspx)

# NFL, MLB, NHL and public facilities

Northern Kentucky's sports scene scores with fans, enthusiasts and participants at all levels

BY KATHIE STAMPS

**A**CTIVE residents and visitors to Northern Kentucky have plenty of choices in sports whether to view or participate.

Professional and minor league teams, collegiate athletics, public parks and playing field keep sports fans happy in Northern Kentucky. The big news spectators of increasingly popular soccer are keeping their eye on is FC Cincinnati, which is one of four finalists for the first two MLS expansion slots scheduled to be awarded by the end of 2018.

FC Cincinnati received a double show of support from local government for the club's prospective MLS stadium plans, with Hamilton County (Ohio) commissioners unanimously agreeing to build a \$15 million parking garage. That was coupled with a Cincinnati City Council vote to invest \$36 million in other infrastructure necessary for the project in the Oakley neighborhood. The club currently plays in USL and has smashed attendance records over its two years of existence. It plans to privately finance the construction of the stadium to the tune of \$200 million.

FC Cincinnati has drawn over 810,000 fans in its first two years in the United Soccer League. FC Cincinnati is donating \$150,000 to youth soccer and other community organizations through the FCC's Give Back Program. The team's first futsal court was unveiled in November at Dempsey Playground in Price Hill; futsal is a type of indoor soccer on a hard court, with five players per side instead of 11.

Just across the river – within walking distance for many Southbank residents – are the Cincinnati Bengals, Reds and



Above: Situated directly on the Ohio River, Great American Ball Park makes Cincinnati Reds games easy to reach by car or foot for fans all around the region. The ballpark officially opened for the 2003 season, making 2018 its 16th big-league season. It has a seating capacity of 42,271, and many of those fans flock to Northern Kentucky for food and drink before and after games.

Right: Kentucky Speedway in Sparta can accommodate 107,000 NASCAR fans.



Cyclones professional football, baseball and hockey franchises.

The Bengals have played their NFL home games at Paul Brown Stadium since 2000. The Reds, the oldest MLB team, has played its games at Great American Ball Park since 2003. Formed in 1990, the Cincinnati Cyclones' 72-game hockey season runs from October to April, with home games played at U.S. Bank Arena, formerly known as Riverfront Coliseum when it was built in 1975.

The 2018 calendar for Kentucky Speedway in Sparta has July 2018, booked for the NASCAR Camping World Truck Series, the NASCAR XFINITY Series "Alco 300" and the Monster Energy NASCAR Cup Series "Quaker State 400." Quaker State will continue to sponsor its namesake race through 2022. A new corporate luxury suite at the track called the Paddock Club opened in 2017. The new hospitality area has room for 160 guests.

Boone County Parks & Recreation provides almost two dozen parks for outdoor enthusiasts who want to fish, play disc golf, horseshoes or bocce ball. There are softball and soccer leagues, walking and mountain bike trails, as well as fitness stations and courts for basketball, tennis and volleyball.

Camping is big in Campbell County at the Equestrian Campground and the A.J. Jolly Park & Campground. The Kenton County Parks & Recreation department manages almost 500 acres of green space.

In June 2017, Devou Golf & Event Center opened in Covington, replacing the clubhouse built in 1934. The new \$6.5 million center has an event space for private rentals, a café and a pro shop for golfers. The 18-hole golf course at Devou Park, from the 1920s, saw improvements. Devou Golf in Kenton County is one of dozens of golf courses in Northern Kentucky; Boone Links is a 27-hole public course in Florence. ●



Highland Heights based Northern Kentucky University offers fans 17 collegiate teams to cheer on. It attracts nearly 2,300 fans on average for its men's basketball games.

# Projects push growth in legal expertise

Law firms expand niche services demanded by Northern Kentucky's business development

BY SUSAN GOSSELIN

A deep bench of legal services talent is contributing to Northern Kentucky's economy boom.

Bill Geisen, partner at Stites & Harbison PLLC, opened the firm's Northern Kentucky office in Covington in 2012, and has presided over a steady increase in business. The region's upward economic trajectory means there now are five lawyers in Stites' Northern Kentucky office.

"The Greater Cincinnati economy is booming, and Northern Kentucky is strong, too," Geisen said. "The construction market is on its way upward, which means commercial real estate is on the rise. The banking industry is looking good again, and it's growing. We're seeing a major uptick in mergers and acquisitions, and due to the information age we live in, a big focus on cyber security and data privacy. All of it bodes well for the legal industry, and we're seeing increased opportunities to serve our clients in new and meaningful ways."

Jim Dressman, managing partner/CEO of Dressman Benzinger LaVelle PSC in Crestview Hills, points to recent development announcements in the area as the culprit for much of the increase in work. In particular, he named Amazon's early 2017 revelation that it will build its first ever Amazon Prime Hub employing 2,700 people at the Cincinnati/Northern Kentucky International Airport.

"Amazon has driven a lot of real estate transactions and rezoning outside the airport property, in particular," Dressman said. "There's significant engagement with Frankfort right now, as companies are looking for corporate deals in Kentucky.



A company that's more than 60 years old, DBL Law is the largest Northern Kentucky-based law firm and one of the largest firms in Greater Cincinnati.

The modern Kenton County Justice Center in Covington houses Circuit, District and Family Court operations as well as the Circuit/District Clerk's office and many other related functions of the court system.



Our firm is rooted in the community, and top of mind, so we are picking up a lot of work related to that."

Bingham Greenebaum Doll LLP, a major regional firm based in Louisville, said it plans to expand its office in Cincinnati to keep up with the opportunities it sees in the metro area.

"We do have plans to aggressively grow our Cincinnati office," said Bradley C. Arnett, partner at the Cincinnati office. "This is driven partially by the growth in Northern Kentucky, and recent efforts by private and public entities in both Cincinnati and Northern Kentucky to pull together in a more regionally focused manner."

According to the Kentucky Annual Report from the University of Kentucky's Gatton School of Business and Economics, Northern Kentucky's employment growth at 1.9 percent for 2016 is well above the national average and that of many parts of Kentucky.

## Opportunity in niche expertise

Arnett said that much of the growth in the Bingham Greenebaum Doll office tracks the rising tide of the economy around many of Kentucky's key industries.

"Legal needs in the Northern Kentucky area tend to be for clients operating in the areas of automotive

support, financial services, distribution and logistics, and food manufacturing and processing," he said.

All of those interviewees for this story agreed that law firms have, in general, been affected by the migration of more legal work to in house corporate legal departments. It doesn't mean work has disappeared, though. It means more of the routine work is being handled internally, but the need for outside counsel has actually increased as the complexity of the business landscape has increased.

"More and more these days, we are competing with law firms inside companies. But we are seeing growth coming from our ability to develop deep niches of expertise," Dressman said. "For instance, the regulatory pressures on healthcare continue to grow, as more organizations compete for (hospital bed) certificates of need, or grapple with HIPPA privacy regulations. The size of banking transactions and the sophistication of borrowers has driven the level of complexity in legal contracts for the banking industry. And as the business landscape gets more complex, we're also seeing more 'bet-the-company' type corporate litigation cases, too."

Geisen said legal work centered around real estate is a big part of what his

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Dan Donnellon, Managing Partner, Cincinnati Office, Bingham Greenebaum Doll LLP

Bingham Greenebaum Doll LLP is a business law firm providing transactional, economic development, litigation, tax and succession planning services to clients ranging from Fortune 500 global companies to smaller, regionally based organizations across a variety of industries and business sectors for more than a century. The firm also provides estate planning and other services to individuals and non-profits. BGD has served the legal and business needs of clients for more than a century.

firm does in Covington. But, like most other legal firms, it is seeing a consistent need for legal work surrounding cybersecurity that spans many segments.

“It’s a product of the world we live in,” Geisen said. “The need to keep data private affects every part of a company. Companies are asking for solid legal advice around the storage and use of data – data about their customers, their products, and

even their own employees. The agreements companies have with their employees are a concern as well, as it is now so easy to share proprietary information over the Internet. We are lucky to have deep resources in cybersecurity through the Stites network, and we’re seeing a lot of demand for that in our area.”

As Northern Kentucky, like the rest of the nation, continues to gray and more people than ever head for retirement, they are seeking lawyers to help sort through it all.

“Estate planning work is growing quite a bit for us,” Dressman said. “Wills that were completed 30 years ago are now being updated. Succession plans are being drawn up to turn over companies to the next generation. More and more, my clients are giving thought to how they want to donate their money after they are gone. Many want to make sure they don’t overindulge their children and grandchildren, and they want to make sure they’ve made an impact on the community.”

As they look to the future, Northern Kentucky is a business community where they see sustained growth opportunities.

“The growth of the legal industry really reflects the vibrancy of our market here,” Geisen said.

Northern Kentucky’s bright legal services future is shaped partly by its storied past. The late William Robinson III who practiced for nearly 50 years, including his final stint at Frost Brown Todd LLC, helped shape legal practices and education in the region, as well as intense community involvement in all sectors. And he was also an American Bar Association president in 2011-12. His great leadership presence helped mold the business scene in Northern Kentucky.

**Adams, Stepner, Woltermann & Dusing, PLLC**  
Covington – asdvlaw.com

**Barron Peck Bennie & Schlemmer**  
Newport – bpbsla.com

**BGD Law PLLC**  
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**Bramel & Ackley, P.S.C.**  
Fort Wright – bramelackley.com

**Calfee, Halter & Griswold LLP**  
Cincinnati, OH – calfee.com

**Cetrulo, Mowery & Hicks**  
Edgewood – cmh-law.com

**Cors & Bassett, LLC**  
Cincinnati, OH – corsbassett.com

**Dinsmore & Shohl LLP**  
Covington – dinsmore.com



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Fort Mitchell – ffalaw.com

**Frost Brown Todd LLC**

Florence – frostbrowntodd.com

**Garvey Shearer Nordstrom, PSC**

Fort Mitchell – garveyshearer.com

**Graydon Head**

Fort Mitchell – graydon.com

**Greta Hoffman & Associates**

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William G. Geisen, Office Executive Member, Stites & Harbison, PLLC

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# Low prices, innovative thinking

Northern Kentucky utilities expand to meet economic, residential growth

BY ROBERT HADLEY

**T**HRRIVING metropolitan regions require adequate supplies of energy and clean water, which makes it no surprise Northern Kentucky is seeing both commercial and residential growth. Its key utilities provide ample power and water supplies augmented with environmentally friendly thinking.

The major electrical energy suppliers for Northern Kentucky are Duke Energy and Owen Electric, while the Northern Kentucky Water District provides clean water to much of the area.

Northern Kentucky's big advantage is its location in one of the nation's historically lowest-cost states for utilities. This has been true for electric power because of the state's ready natural local feedstock resource from coal mining, said Andrew Melnykovich, spokesperson for Kentucky's Public Service Commission.

"As to the reasons for relatively low rates, in Northern Kentucky itself, costs tend to be lower because the service territories of both Duke and the Northern Kentucky Water District are densely populated urban/suburban areas," he said. "The costs of serving those types of areas are generally lower due to the high customer density."

According to the website ElectricChoice.com, Kentucky's 2017 average cost for commercial customers 9.63 cents per kilowatt hour, ranking below adjacent state Ohio (9.91 cents).

The non-profit Northern Kentucky Water District cites eight projects



Located in Rabbit Hash is Duke Energy's East Bend Generating Station.

completed or ongoing in 2017, including water main extensions, replacements or relocations, as well as improvements to the Taylor Mill plant and leak detection enhancements throughout its system.

### Drone and solar technology

From its origins as a rural electric co-op in 1937, Owen Electric today is part of Touchstone Energy Cooperatives and provides power to its 61,000 customers in nine counties.

Although Owen Electric sources much of its power from 15 landfill gas plants, its partnership this year with East Kentucky Power Cooperatives (EKPC) launched it into the nascent solar energy market. As Touchstone members, both Owen Electric and EKPC collaborated on the 32,000-panel Cooperative Solar Farm One, a 60-acre installation (Kentucky's largest) in Winchester, that comprises 15 other member-owner cooperatives in the state.

Cooperative Solar Farm offers an innovative business model for customers, allowing them to license the output of specific panels for 25 years. This lets customers actively participate in renewable energy for a one-time fee of \$460.

Beyond innovative rates and energy efficiency programs, Owen Electric contributes to economic development through a program called PowerVision that enhances commercial and industrial site searches. Using drone technology, PowerVision provides prospects with an aerial showcase of available tracts.

"In addition to the aerial view of available sites, PowerVision provides

vital information about the surrounding infrastructure," said Mike Stafford, manager of business and government relations. "This is one of many tools that helps Owen Electric contribute to the economic success of Northern Kentucky."

### Major grid investments by Duke

While recent growth in Northern Kentucky has been "unprecedented," Duke spokesperson Sally M. Thelen said the company was prepared to meet emerging demand.

"We are in the midst of major grid infrastructure investments in both electric and natural gas on our system to improve the reliability, safety and security," Thelen said. "We are also bringing digital infrastructure to our Kentucky customers through smart-meter technology. This deployment began in fall of 2017 and will be complete by end of 2018."

Through an Urban Revitalization Program begun in 2011, Duke Energy has given nearly \$700,000 in grants to 25 projects in Northern Kentucky, Thelen said, to "help spur growth in the urban core." At least three projects have been in Covington projects.

A key part of its Northern Kentucky infrastructure is the East Bend Station in Boone County, a 650-megawatt, single-turbine plant operating on the banks of the Ohio River since 1981, Thelen stated.



Owen Electric contributes to economic development through its PowerVision program that enhances commercial and industrial site searches using drone technology.

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Mark Stallons,  
President/CEO,  
Owen Electric  
Cooperative

Owen Electric Cooperative is Northern Kentucky's not-for-profit electric provider, having served the area for nearly 80 years. Owen Electric continually leads the way in the electric distribution industry, utilizing innovative technology such as PowerVision drone technology to showcase industrial and commercial tracts and GPS mapping to enhance member's energy efficiency, power quality, and service reliability. Owen Electric also offers economic development incentives and competitive commercial and industrial rates.

She called the river a "vital" natural resource to the plant.

Kentucky also receives natural gas from Duke.

Thelen cited Duke Energy's commitment to urban revitalization and grid improvements as key selling points that assure potential industrial customers of reliable resource. She said the utility is planning for additional capacity expected over the next three to four years.

"As manufacturers ourselves, we

offer some of the most cost-competitive energy services in the country," Thelen said. "Keeping these costs low attracts manufacturing to the commonwealth. We estimate that our cooperative efforts, along with those of state and local economic development officials, have contributed to the creation of nearly 20,000 Northern Kentucky jobs and more than \$2 billion of capital investment in northern Kentucky since 2006."

### Bavarian landfill gas plant

Although other power producers use landfill-to-energy plants, the one Bavarian Waste Services has created in Walton, Ky., with EKPC now ranks as the state's biggest landfill energy producer in terms of megawatts generated. This is despite being physically smaller than competitors, according to Bavarian. In June 2017, The Lane Report covered the expansion and resulting 50 percent output boost, enough to power 2,700 homes.

"This power plant at Bavarian Landfill plays an important role in providing safe, reliable, affordable energy for our 16 owner-member cooperatives and more than 1 million Kentuckians served by those co-ops," said Don Mosier, EKPC's Chief Operating Officer and Executive Vice President.

EKPC and its 16 owner-member cooperatives are known as Kentucky's Touchstone Energy Cooperatives.

The plant recycles methane released during waste decomposition for EKPC to use in electric power production.

"This is resource recovery at its best," said Jim Brueggemann, president of Bavarian Waste. "It's not only efficient but clean, and transforms our landfill into an energy factory."

### Bavarian Waste

Walton – bavarianwaste.com

### Duke Energy

Cincinnati, OH – duke-energy.com

### Rumpke Of Kentucky

Butler – rumpke.com

### Sanitation District No.1

Fort Wright – sd1.org

### Owen Electric Cooperative, Inc.

Owenton – owenelectric.com

### Best Way Disposal

Burlington – bestway-disposal.com

### Northern Kentucky Water District

Erlanger – nkywater.org

### Stand Energy Corp.

Cincinnati, OH – standenergy.com

### Smartwatt Energy Inc

West Chester, OH – smartwattenergy.net ●

Information provided by Northern Kentucky Chamber of Commerce



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A Touchstone Energy Cooperative 



# Home to ‘who’s who’ corporations

Billion dollar names like General Cable and Ashland anchor region’s headquarters roster

BY GREG PAETH

**F**OR plenty of business people, nothing says Big Time quite like “Fortune 500.”

The annual list of the 500 largest publicly traded companies by the revered business monthly has become the ultimate “Who’s Who” of American business. The Greater Cincinnati metro region, which includes seven Northern Kentucky counties, is home to eight companies that are regulars on the list on the Ohio side of the river and five more biggies in Kentucky including No. 516 Ashland Global Holdings of Covington, with annual revenues of \$4.9 billion. General Cable of Highland Heights most recently ranked No. 603 with annual revenues of almost \$4 billion.

Regardless of their standing on “the” list, Northern Kentucky is home to dozens of formidable headquarters and corporations that keep the economic engine humming and continually attract more talent and opportunities.

Many Northern Kentucky businesses have proven their staying power and impact on the local economies they serve. For example, Glier’s Meats, tucked off of Pike Street



since 1946 in Covington, produces a signature product called goetta. A German breakfast sausage that isn’t widely known elsewhere in the country, goetta is a cult classic in the region.

Newly in Covington from Blue Ash, Ohio, is CTI Clinical Trial & Consulting. It leases space in the RiverCenter tower, owned by real estate development giant, Corporex, which also calls the 18-story landmark home.

Many of the headquarters based in Northern Kentucky are in the logistics, manufacturing and food sectors.

Indy Honeycomb, for instance, is based in Covington and creates innovative honeycomb products used in important products like aircraft engines and power generation turbines.

The Mazak Corp. in Florence is a global leader in the manufacturing of advanced technology machine-tool solutions including Multi-Tasking, HYBRID Multi-Tasking, 5-axis, milling, turning, CNC controls and automation.

Maxim Crane Works in Wilder is the country’s largest crane rental and “lifting services” company. It announced plans in June to spend \$4.7 million on a new office building for a company that has its primary office near Pittsburgh.

Kenton County, the state’s third largest county, boasts about its production of Airheads, the candy produced by Perfetti Van Melle. The Netherlands-based confectioner has its U.S. headquarters in Erlanger.

Headquartered in Florence, Mazak Corporation is a leader in the manufacturing of advanced technology solutions including Multi-Tasking, HYBRID Multi-Tasking, 5-axis, milling, turning, CNC controls and automation.

- Abrapower Inc.
- Acramold Inc.
- Advanced Insulation Concepts Inc.
- Advertiser Printers Inc.
- Affordable Asset Management
- Agape Design Mfg.
- AGI (Architectural Group International)
- Alpha Omega Industries, LLC
- Altra Machinery Movers
- American Sound & Electronics
- American Technical Services Inc.
- Analytical Solutions And Providers (ASAP)
- Andritz KMPT USA Inc.
- Anthe Machine Works Inc.
- A One Pallet Distributing Inc.
- A O Smith Corp
- Applied Machine & Motion Control
- Aristech Acrylics LLC
- Ariva Distribution Inc.
- Armor USA Inc.



Above: Located in Highland Heights, General Cable has been an industry leader and innovator for 170 years. It is one of the largest wire and cable manufacturers in the world.

Right: Founded in 1921, Hemmer is a construction leader in Greater Cincinnati and is a premier provider of construction services in the medical, distribution, manufacturing, office, retail and institutional markets.





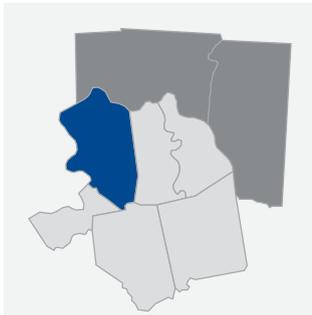
With more than 50 years of sensor experience, Balluff is a world leader and one of the most efficient manufacturers of sensor technology. North American headquarters are located in Florence.

- Art of the States TM
- Ashland Inc.
- ATech Training Inc.
- Atkins & Pearce Inc.
- Auto Vehicle Parts Co. (Auveco)
- AWDX Logistics
- Balluff Inc.
- Beckman Coulter Inc.
- Benda-Lutz Corporation
- Berry Braiding Inc
- Blair Technology Group
- BLDG Refuge, LLC
- Blue Chip Express
- Blue Grass Metals Co.
- Blue Grass Quality Meats
- BlueStar
- Blum LMT, Inc., USA
- BM2 Freight Services Inc.
- Bob Sumerel Tire Co. Inc.
- Bonfiglioli USA
- Boone Steel
- Bosch - formerly ZF Steering Systems
- Bottom Line Systems, Inc.
- Bowlin Group LLC
- Braxton Brewing Company
- Burdine & Anderson Inc.
- C&J Logistics Company, Inc.
- Camco Chemicals
- Carlisle & Bray Enterprises, LLC
- Car-Part.com
- Castellini Co
- CCL Labels
- C Cook Enterprises
- Celanese Corporation
- C-Forward Information Technologies
- Cincinnati Ventilating Co. Inc.
- Clarion Corporation of America
- Club Chef LLC
- Cobb Inc.
- Columbia Sussex Corp.
- Compass Engineering Group
- Computer Systems Management, Inc.
- Concept Machine & Design, Inc.
- Continental Building Products
- Corken Steel Products Inc.
- Crane Composites Inc.
- Crosset Company, LLC
- CTI Clinical Trials
- CTS Packaging Inc.
- Data Intensity - Midwest Office
- Davis Creek Meats & Seafood LLC
- D C Morrison Co.
- Desma USA Inc.
- Diversified Structural Composites
- Dixie Chili Inc.
- D M R Interactive
- Donna Salyers' Fabulous-Furs
- Doth Brands
- DURO Bag Manufacturing Co.
- The Drees Companies
- Dx Logistics LLC
- Dynatec Machine Inc.
- EagleBurgmann KE Inc.
- Emerge IT Solutions, LLC.
- ENOSIX
- ESCO Corp.
- Fabritec International Corporation
- Fastemp Glass Co.
- Ferrous 85 Co.
- Fischer Special Manufacturing
- Flint Group North America Corporation
- Flottman Printing Company Inc.
- Flottweg Separation Technology Inc.
- F N Sheppard & Co. Inc.
- Forge Lumber
- Galerie
- Gateway Conveyor & Design, Inc
- General Cable Corporation
- Gleeson Trucking, Inc.
- Glier's Goetta
- Global Business Solutions, Inc.
- Graphic Dimensions Inc.
- Greif
- Griffin Industries Inc.
- Hanser Music Group
- Harper Oil Products, Inc.
- Hasco Tag Company
- HealthWarehouse.com
- Hennegan Co.
- Heringer Meats
- Hi-Gear Co Inc.
- Holland Roofing
- Horan
- Hosea Project Movers
- Hub & Weber
- I. B. Goodman Manufacturing Co., Inc.
- Impak Acquisitions, LLC
- Indy Honeycomb
- Inland Marine Service, Inc.
- Innomark Communications, LLC
- Insurance Services of Northern Kentucky
- International Mold Steel Inc.
- Iofina Chemical Inc.
- ISOCNET
- ITT Koni America LLC
- i-wireless, LLC
- Jero Inc.
- Jewel-Craft Inc.
- John R. Green Company

Skilcraft Sheet Metal, Inc. in Burlington is a major manufacturer of precision sheet metal.

- Johnson Controls Inc.
- Kanefusa USA, INC.
- Kellogg Snacks
- Krauss-Maffei Corp
- KRC Machine Tool Services
- Larger Than Life, Incorporated
- LeanCor LLC
- Legion Logistics, LLC
- Lighthouse Transportation Services
- Linamar
- Lingo Manufacturing Co. Inc.
- Linkology
- Load Banks Direct, LLC
- Lohmann Technologies Corp.
- MACH III Clutch Inc.
- Matrix Liquid Manufacturing
- Mauer USA LLC
- Mazak Corporation
- McGinnis Inc.
- M C Steel and Crane Service
- Meggitt
- Merchants Cold Storage
- Meritor Heavy Vehicle Systems LLC
- Michels Construction
- Midwest Frozen Beverage Inc.
- MILA International Inc.
- Morrow Audio
- Mubea Tailor Rolled Blanks , LLC
- Multi-Craft
- New Riff Distilling
- Nexigen
- Niagra LaSalle Corporation
- Nor-Com
- Northern Kentucky Machine Inc.
- OIA Global
- OMEGA Processing Solutions LLC
- Pace Airfreight
- PARKWAY
- Patriot Signage Inc.
- Perfetti Van Melle USA Inc.
- PL Marketing
- Plymouth Steel Corporation
- Pomeroy
- Post Glover Resistors
- Promevo
- Polyconcept North America
- PPD Global Central Labs
- PPS Group
- Prolocity Technology Solutions LLC
- Purestream Inc.
- Red Hawk Technologies
- Renaissance Investment Management
- Rem-Brands, Inc.
- Remke Markets Inc.
- R.I.W. Ornamental Metal Inc.
- RR Donnelley- Nielsen
- Plantsen Co.
- RWI Transportation LLC
- Road ID
- Rolf Monument Co. Inc.
- Rotek Incorporated
- Service Industry Research Systems Inc.
- Shinwa USA Corp
- Shire LLC
- Signature Hardware
- Skilcraft LLC
- Southern Air
- SpecTape Inc.
- Stagnaro Distributing, Inc.
- Steinert US LLC
- Stewart Iron Works Co.
- Studio Vertu
- Steinhauer Inc.
- Steinkamp Molding LP
- Sterling Cut Glass Co. Inc.
- Stett Transportation
- Sunworld International Airlines Inc.
- SWECO SpecSoft Inc.
- Systems Insight Inc.
- Tenryu America Inc.
- Tente Casters Inc.
- TGW International
- The Think Shop
- The United States Playing Card Company
- The Eisen Agency
- Thermo Fisher Scientific Inc.
- Tier 1 Performance Solutions LLC
- TKM United States Inc.
- T L Ashford & Associates Inc.
- Toyota Boshoku America
- Transfreight LLC
- TRIVACO
- Trend Offset Printing Services
- Tressa Inc.
- Trinkle Machine & Tool Corp
- Tri-State Plastics, Inc.
- Turbine Engine Components Technologies Corp.
- Union Springs, LLC
- Verst Group Logistics Inc.
- Von Lehman & Company Inc.
- Wagstaff Inc.
- W B Jones Spring Co. Inc.
- Welding Alloys USA Inc.
- Westside Pallet
- Wendling Printing Co.
- Western States Envelope and Label
- WILD Flavors, Inc.
- Willis Music Co.
- Wiseway Supply
- Zavoodi
- Zenith Motors
- Zumbiel Packaging ●





**Estimated 2018 Population:**  
134,496

**No. of households:** 45,649

**Median household income:**  
\$69,165

**Chamber of Commerce:**  
Boone County  
Chamber of Commerce

**County Seat:**  
Burlington, Florence  
Mayor Diane E.Whalen

**Judge-Executive:**  
Gary W. Moore  
boonecountyky.org

**Economic Development Authority:** Northern Kentucky  
Tri-County Economic  
Development Corp. (Tri-ED)

## Northern Kentucky's economic engine

**C**HOCK full of shopping, dining, housing and all of the conveniences of suburban life with easy rural and urban access, Boone County is best known for the City of Florence. Its county seat is picturesque Burlington.

Boone County's unique attractions include Big Bone Lick State Historic Site, Creation Museum, Ollie's Skate Park, Pickled Brothers Circus, Florence Antique Mall, Florence Mall, Boonelink Golf Course, Florence Family Aquatic Center, Florence Nature Park, Boone County Fair, and the Florence Freedom minor league baseball team. Also, Boone County Distilling in 2015 joined the prestigious Kentucky Distillers' Association. The county has a rich distilling history.

Its attractions are not to be outdone by its corporate prowess and lead "resident," Cincinnati/Northern Kentucky International Airport. Some of the major employers in Florence include St. Elizabeth Healthcare; Boone County Schools; Robert Bosch; SWECO; Meritor; Eagle Manufacturing; Walmart; and the City of Florence. Many other manufacturers and employers reside in unincorporated areas and have Florence addresses such as Citigroup, Kellogg's and Schwan's.

Florence and Boone County underwent rapid growth in 1836 after the completion of the Covington-Lexington Turnpike. The turnpike was the route of the prehistoric trail created by the seasonal migration of buffalo. ●



Boone County is the economic engine of Northern Kentucky, and is about to get hotter thanks to the announcement by Amazon Prime Air last year.



**Estimated 2018 Population:**  
92,565

**No. of households:** 35,954

**Median household income:**  
\$56,772

**Chamber of Commerce:**  
Northern Kentucky  
Chamber of Commerce

**County Seats:** Alexandria;  
Mayor William T. Rachford, Jr. and  
Newport; Mayor Jerry Peluso

**Judge-Executive:** Steve Penderly  
campbellcountyky.org

**Economic Development Authority:** Campbell County  
Economic Progress Authority Inc.;  
Northern Kentucky Tri-County  
Economic Development Corp.  
(Tri-ED)

## Exciting place to live, work and play

**C**AMPBELL County boasts desirable waterfront, urban-core charm and one of Northern Kentucky's most bustling areas. It has dual courthouses and county seats: Alexandria and Newport.

For more than 215 years, Newport has been an exciting place to live work and play. Newport on the Levee is the most notable but far from alone among the city's great entertainment venues. Robust shopping, eclectic shops, historic restaurants and nightspots are all within walking distance of two brand new hotels. The area's only dedicated pedestrian bridge provides great proximity to major league sports.

The county seat is Alexandria, which boasts a farmers market, specialty restaurants and retailers, and a top notch school system. Bellevue's small-town feel is enhanced by boutique shops, one-of-a-kind restaurants, walkable neighborhoods, parks along the river and a laid back atmosphere. Dayton boasts luxury riverside homes, excellent schools, hillside condominiums with great views, a state-of-the-art marina and riverboats to celebrate its heritage. Farther to the east is progressive Fort Thomas, which is Campbell's largest city. The award-winning municipality has nationally recognized schools, a busy retail district, numerous parks with bike trails, walking paths and playgrounds for youngsters. ●



Campbell County is busting with entertainment and housing options.

## Bustling waterfront enterprises



The Roebling Murals at the Covington Waterfront are a series of 18 panels depicting the history of Covington from 800 BC to the present day, painted on the flood wall along the Ohio River and visible from the Roebling Bridge.

**B**EST known for its county seat of Covington, Kenton County is directly across the Ohio River from Cincinnati. In spring 2017 Renaissance Covington was one of three communities honored with a 2017 Great American Main Street Award (GAMSA) presented by the National Main Street Center, Inc. Renaissance Covington is nationally accredited through the Kentucky Main Street Program (KYMS). KYMS is the oldest statewide downtown revitalization program in the nation, created in 1979 as a means to spark community economic development within the context of preserving historic buildings. The program utilizes

NMSC's successful Four-Point Approach of organization, promotion, design and economic vitality.

Kenton County boasts an active food and entertainment scene, a lot of which is centered in Covington's MainStrasse Village. And the city's diverse business district includes everything from tech start-ups to nonprofits to international corporations. The Kenton County business community is a force to be reckoned with and experienced another major win most recently when Covington lured CTI Clinical Trial & Consulting to move its headquarters and operations from Cincinnati.

To the west of I-71/I-75 is Ludlow, which enjoys its small town atmosphere of scenic river views and historic neighborhoods a mere two miles away from uber urban Cincinnati.

Covington has many historic charms, including the awe-inspiring Roman Catholic St. Mary's Cathedral Basilica of the Assumption.

Its cultural and business accolades make it very competitive for tourism and talent acquisition.



**Estimated 2018 Population:**  
167,636

**No. of households:** 62,746

**Median household income:**  
\$56,568

**Chamber of Commerce:**  
Northern Kentucky Chamber of Commerce

**County Seats:** Covington, Mayor Joseph U. Meyer and Independence, Mayor Chris Reinersman

**Judge-Executive:**  
Kris Knochelmann  
kentoncounty.org

**Economic Development Authority:** Northern Kentucky Tri-County Economic Development Corp. (Tri-ED)

# Stay on top

*The Lane Report*, Kentucky's monthly business news magazine, serves people across the commonwealth who are passionate about leading our economic resurgence. People with a single-minded focus on winning strategy and flawless execution. *The Lane Report* can help you "stay on top" in a dynamic new economy.

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Above: Located directly on the Ohio River, the Riverside Inn Bed & Breakfast is about half way between the larger cities of Louisville and Cincinnati in Gallatin County. Built in 1869, the mansion was renovated in 2011 and is now Kentucky's most luxurious bed and breakfast and a premiere waterfront events center.

Below: The Kentucky Veterans Cemetery North was built in 2008 in Grant County.



## Speedway, slow living

HOME to the massive Kentucky Speedway in Sparta, Gallatin County was founded in 1798 and named for Albert Gallatin. Gallatin was Secretary of the Treasury under President Thomas Jefferson. During the Civil War, several skirmishes occurred in the county. Sparta has been dubbed the Racecar Capital of the State and is home to the Bluegrass Motorsports Park.

With Warsaw as its county seat, Gallatin is a rural gem on the fertile banks of the Ohio River in Kentucky's "Golden Triangle" of Northern Kentucky, Louisville and Lexington. It has scenic waterways, picturesque country roads, quaint communities and a friendly atmosphere. Gallatin County is home to marine attractions and has two marinas for boating. With both quiet rural farmland and great hospitality, it is a key component of Northern Kentucky's economy and character. ●



**Estimated 2018 Population:** 8,769

**No. of households:** 2,962

**Median household income:** \$51,180

**Chamber of Commerce:** Gallatin County Chamber of Commerce

**County Seat:** Warsaw, Mayor Nelson Brown

**Judge-Executive:** Ken McFarland; gallatincounty.ky.gov

**Economic Development Authority:** Kentucky I-71 Connected; kentuckyi71connected.com

## GRANT COUNTY

### Unique attractions, quiet countryside



GRANT County is Northern Kentucky's southernmost state and is in the news of late due to the massive Ark Encounter that was built in 2016 by Answers in Genesis, the same entity that owns the Creation Museum in Boone County. Other attractions include the Williamstown Family Fun Park, parks and golf courses.

The county was established in 1820, and Williamstown is its county seat. Lakes, streams, ridges and rolling hills present ample natural beauty as the setting for Grant's cultural, educational, recreational,

outdoors and business opportunities.

Some of the county's notable sites include the Kentucky Veterans Cemetery North, Sherman Tavern, the early 19th century William Arnold Log Cabin that was once the home of Williamstown's founder, and Rice Chapel, which was used by the county's African American community. ●

**Estimated 2018 Population:** 24,779

**No. of households:** 8,327

**Median household income:** \$44,191

**Chamber of Commerce:** Grant County Chamber of Commerce and Economic Development; grantcommerce.com

**County Seat:** Williamstown, Mayor Rick Skinner

**Judge-Executive:** Stephen P. Wood; grantcounty.ky.gov

**Economic Development Authority:** Grant County Chamber of Commerce and Economic Development; grantcommerce.com

## PENDLETON COUNTY

### Rivers flow, easy access

IDEALLY situated midway between Lexington and Cincinnati on scenic rolling hills, Pendleton County has an abundance of hunting, fishing and boating opportunities. The county borders the Ohio River at the northeast, while the Licking River flows northward through the entire county.

The county also is home to Kincaid Lake State Park, which offers camping, swimming, golfing and has more pounds of largemouth bass per acre than any other lake in the state.

Pendleton County was founded in 1798 and its seat is Falmouth. It is located where the Main and Licking Rivers come together. The county offers a rural lifestyle and friendly culture with easy access to commerce and amenities. The historic county courthouse was erected in 1848, and Falmouth has rich American Civil War History. ●



**Estimated 2018 Population:** 14,194

**No. of households:** 5,296

**Median household income:** \$49,766

**Chamber of Commerce:** Pendleton County Chamber of Commerce

**County Seat:** Falmouth, Mayor Elonda Hinson

**Judge-Executive:** David Fields; pendletoncounty.ky.gov

**Economic Development Authority:** Pendleton County Industrial Authority

## Thriving metropolis with business and culture



Riverfront vistas are just one of the benefits of Hamilton County. It also benefits from easy interstate and international airport access.

**M**ORE than 800,000 people call Hamilton County home, making it the third-most populous county in Ohio and the home of Cincinnati. Logistical benefits, arts, entertainment and professional sports are a few of the county's major highlights.

The business community has produced some of the major household names and success stories of U.S. retail and industrial commerce. Its national and international headquarters include Proctor & Gamble, Fifth Third Bank, GE Aviation, Macy's, General Cable, Kroger. With nine Fortune 500 companies, the region ranks in the U.S. Top 10 for Fortune 500 headquarters per million residents, higher than

New York, Boston, Chicago or Los Angeles.

Hamilton County's economy is powered partly by REDI Cincinnati, a 15-county Regional Economic Development Initiative entity tasked with job creation. It is the point of contact for business in Northern Kentucky, Southwest Ohio and Southeast Indiana.

Cincinnati has an impressive array of arts, culture and recreational activities to keep visitors and residents entertained, including two major league sports teams – the NFL's Bengals and MLB's Reds.

The Cincinnati Opera is the second oldest U.S. company and has world-class company in the form of the Cincinnati Ballet, Cincinnati Symphony Orchestra and the Cincinnati Art Museum. The Hamilton County Fair is the oldest county fair in Ohio. Other attractions include a vibrant parks system, Cincinnati Zoo & Botanical Garden, Eden Park, Cincinnati Union Terminal, and the National Underground Railroad Freedom Center. ●



**Estimated 2018 Population:**  
791,952

**No. of households:** 335,334

**Median household income:**  
\$50,399

**Chamber of Commerce:**  
Cincinnati USA Regional Chamber,  
Greater Hamilton Chamber of  
Commerce

**County Seat:** Cincinnati,  
Mayor John Cranley

**Municipal Court Judge:**  
Brad Greenberg

**Economic Development:**  
Regional Economic Development  
Initiative Cincinnati  
REDICincinnati.com

## Slower pace with easy urban access



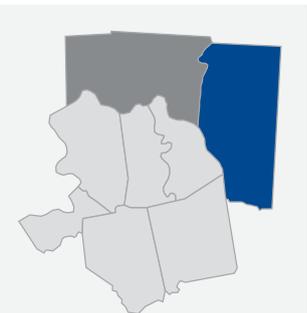
Just a stone's throw from Cincinnati, Clermont County offers rural charms and a great quality of life.

**C**LERMONT County boasts a stellar quality of life with easy urban access within minutes. It is located directly east of Cincinnati, and Batavia is the county seat. The county was founded in 1800, making it Ohio's eighth oldest county, and is named for the Clermont Province of France of which it reminded explorers who first viewed it in the 1600s.

While its population is more than 200,000, Clermont is a suburban and rural county of 460 square miles along the Ohio River. It boasts rich history, strong

schools, friendly communities, exceptional outdoor recreation and a diverse economy that is home to major corporations.

Clermont was included in a list produced in 1900 of the 10 places in the world that might have been the biblical Garden of Eden. Boasting world class rowing on the river, golf courses, historical attractions like the Freedom Trail, Tri-State Warbird Museum, and the U.S. Grant's Birthplace & Museum, Clermont County is an easy to reach, charming destination. ●



**Estimated 2018 Population:**  
206,458

**No. of households:** 75,236

**Median household income:**  
\$61,265

**Chamber of Commerce:**  
Clermont Chamber of Commerce

**County Seat:** Batavia Village  
Mayor John Q.Thebout

**Municipal Court Judge:**  
Jason E. Nagel

**Economic Development Authority:** Clermont County  
CIC, Inc.

# Countless artistic assets

Arts and culture are a bridge to a strong community and economy



BY KATHIE STAMPS

**N**ORTHERN Kentucky's friendly culture is one that knows how to have fun. Casual festivals galore and an urban center next door full of high art together reflect a region that creates and enjoys the finer points of living. And it's all a collaborative effort among the cities of Northern Kentucky and Cincinnati.

"The river is not a barrier when it comes to the arts," said Alecia Kintner, president and CEO of ArtsWave, a regional arts agency and the first community arts campaign in the country.

ArtsWave was established with a \$1 million endowment by the renowned

Taft family in 1927 with the stipulation that the community would match it 2.5 times. Residents did, and continue to. Almost 40,000 donors contributed \$12.5 million to the 2017 ArtsWave community campaign to support 40 organizations and another 60-plus grants.

"They see the connection between the arts and a more vibrant economy," Kintner said of area corporations and employees.

The arts attract and retain talent for corporations, from new college graduates to experienced executives. Creativity fuels the future workforce by encouraging imaginative thinkers and thus innovation, the lifeblood of business productivity. The arts also contribute to bridging a cultural

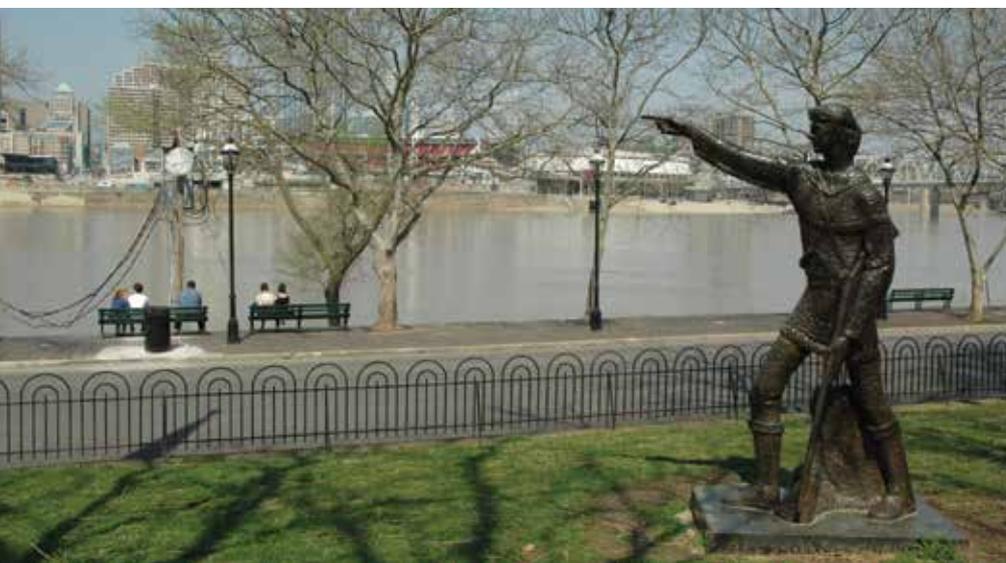
The city of Newport hosts Gliers Goettafest, an annual summer festival celebrating a German dish of pinhead oats and seasoned sausage called goetta.

divide and they have the ability to "create empathy and interest among people of different backgrounds," according to Kintner.

ArtsWave tracks data of each of its organizations to show contributors a return on their investment in the arts. One measurement relates to arts-based learning opportunities for schoolchildren. In the 2015-16 academic year, more than 50,000 arts experiences were provided to Northern Kentucky students.

## A nod to German roots

Since antebellum times, there has been a strong German influence in Northern Kentucky, with an Old World charm noticeable in architecture, cuisine and entire



Situated along the Ohio River in the Historic Licking Riverside Neighborhood, the scenic George Rogers Clark Park offers views of downtown Cincinnati and the Roebling Bridge. The dense natural tree canopy provides a shaded respite for visitors. The park is also the venue for the annual Duveneck Art Festival hosted by Baker Hunt Art & Cultural Center and can accommodate small weddings of 20-30 people. It features two of the seven Riverwalk Statues, including of explorer Simon Kenton.

## 2018 Festivals

### February

- Cincy Beerfest, Duke Energy Convention Center
- MainStrasse Village Mardi Gras, Covington

### March

- Cincinnati International Wine Festival, Duke Energy Convention Center

### May

- MainStrasse Village Maifest, Covington
- Taste of Cincinnati, Fountain Square

### June

- Italianfest, Newport
- RoeblingFest, Covington

### July

- Bacon, Bourbon & Brew Festival, Newport
- Cincinnati Music Festival, Paul Brown Stadium

### August

- Cincy Blues Fest, Cincinnati
- Glier's Goettafest, Newport on the Levee
- Great Inland Seafood Festival, Newport

### September

- Burlington Fall Antique Show, Burlington
- Cincy Comicon, Northern Kentucky Convention Center
- MainStrasse Village Oktoberfest, Covington
- Merchants & Music Festival, Fort Mitchell
- MidPoint Music Festival, Over-the-Rhine
- Cincinnati Riverfest and Fireworks, Sawyer Point

### October

- Salt Festival, Big Bone Lick State Park

### November

- Winterfair, Northern Kentucky Convention Center

### December

- Bourbon & Bacon, New Riff Distilling
- Scuba Santa's Water Wonderland, Newport Aquarium
- Winter Covington Night Bazaar, Roebling Point

building the Brooklyn Bridge in New York City, civil engineer John Roebling, a native of Germany, built a suspension bridge across the Ohio River. Still referred to as "the singing bridge" by locals, the John A. Roebling Suspension Bridge opened in 1866, connecting Covington and Cincinnati.

Renaissance Covington won a 2017 Great American Main Street award, one of only three given nationally. In its work to revitalize the urban core of downtown Covington, Renaissance Covington focuses on arts and culture, historic preservation and transforming public spaces.

### Just over the river

Across the river, the Over The Rhine neighborhood has seen an arts renaissance and is becoming known as the "cultural and innovation quarter." In the fourth quarter of 2017, Music Hall held a grand reopening after a major 16-month renovation; Ensemble Theatre reopened with an expanded performance space; and Cincinnati Shakespeare Co. opened a new space, the Otto M. Budig Theater.

Music Hall is home to five Cincinnati companies: Ballet; May Festival Chorus; Opera; Pops Orchestra and Symphony Orchestra.

"Our arts organizations are stable and highly collaborative," Kintner said. "Collaborations happen with organizations on both sides of the river."

A four-day festival in October called Blink, spearheaded by Brave Berlin and partnerships with Hale Foundation and a number of civic organizations, attracted a million people to see murals and artscapes projected onto buildings along the streetcar route in Over The Rhine.

"Many Northern Kentuckians will go to an event like that," said Eric Summe, president and CEO of meetNKY. "It was

neighborhoods, including MainStrasse Village in Covington. The city of Newport hosts Gliers Goettafest, an annual summer festival celebrating a German dish of pinhead oats and seasoned sausage called goetta. In the 1800s, four years before



Nagel Photography photo

Cathedral Basilica of the Assumption began construction in 1894 and ended in 1915. Thousands of visitors come to the Cathedral every year. The Gothic architecture and ubiquitous artwork make it a popular place for visitors from around the world.

experiential for our part of the region as well, and another demonstration of how close the region is."

Organizations like ArtWorks create the murals on buildings in Covington, where restoration and preservation of historic buildings is a thriving element of the local culture.

"It is a remarkable contrast of the old and new in Northern Kentucky," Summe



Above: Devou Park, which sprawls across 700 acres in Covington, includes trails, performance venues, walking and biking trails, swimming and golf as well as overlooks of downtown Covington and Cincinnati.

Left: American Legacy Tours puts on the unique Newport Gangster Tour, allowing visitors to explore the streets where the mob made their millions, gamblers lost their lives, and ladies of the night earned their reputations. The gangster guides offer a raucous, high energy presentation inside an old casino to explain the historic significance of Newport, and discover how it gave birth to the modern day gaming industry.

American Legacy Tours photo





Above: Music Hall and Washington Park hosts many festivals, including a multi-year run with Lumenocity at Music Hall, a wildly popular light show put on by the Cincinnati Symphony Orchestra.



Left: In April 2016, ArtWorks completed a 3,285-s.f. mural of Northern Kentucky legend Rosemary Clooney at 1606 Pleasant St., near Findlay Market and West Liberty Street in Cincinnati.

events. A joint 2016-18 marketing program between RTN and ArtsWave is budgeting \$1 million per year to boost cultural tourism.

**MUSEUMS & GALLERIES**

**American Sign Museum**  
Cincinnati – [americansignmuseum.org](http://americansignmuseum.org)

**Behringer-Crawford Museum**  
Covington – [bcmuseum.org](http://bcmuseum.org)

**Campbell County Log Cabin Museum**  
[meetnky.com/listings/campbell-county-log-cabin-museum/1906](http://meetnky.com/listings/campbell-county-log-cabin-museum/1906)

**The Carnegie**  
Covington – [thecarnegie.com](http://thecarnegie.com)

**Cincinnati Art Museum**  
[cincinnatiartmuseum.org](http://cincinnatiartmuseum.org)

**Creation Museum**  
Petersburg – [creationmuseum.org](http://creationmuseum.org)

**Dinsmore Homestead**  
Burlington – [dinsmorefarm.org](http://dinsmorefarm.org)

**Fine Arts Center**  
Highland Heights – [campusplan.nku.edu/building/academic/arts.html](http://campusplan.nku.edu/building/academic/arts.html)

**James A. Ramage Civil War Museum**  
Fort Wright – [fortwright.com/?c=article&l=en&s=welcoming-to-the-civil-war-museum&id=38](http://fortwright.com/?c=article&l=en&s=welcoming-to-the-civil-war-museum&id=38)

**National Underground Railroad Freedom Center**  
Cincinnati – [freedomcenter.org](http://freedomcenter.org)

**Railway Museum of Greater Cincinnati**  
Covington – [cincirailmuseum.org](http://cincirailmuseum.org)

**Taft Museum of Art**  
Cincinnati – [taftmuseum.org](http://taftmuseum.org)

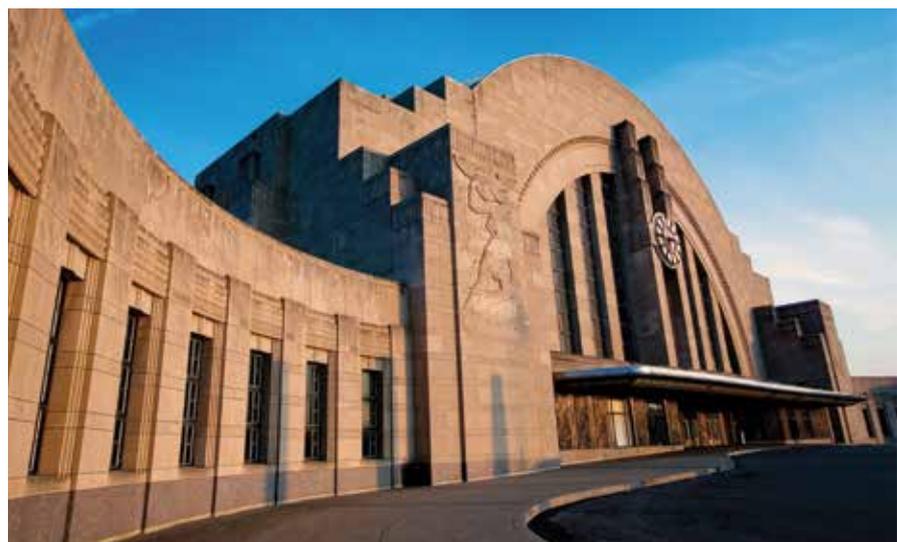
**Vent Haven Museum**  
Fort Mitchell – [venthavenmuseum.com](http://venthavenmuseum.com)

said, “and underscores what we have in terms of restoring older buildings, preserving attractions we have and the buildings they are in.”

History buffs have plenty to explore, like the National Underground Railroad Freedom Center in Cincinnati. Other worthwhile entities to explore in Northern Kentucky – all supported by ArtsWave include the Augusta Art Guild, Behringer-Crawford Museum, Showbiz Players, Kentucky Symphony Orchestra and many others.

Kintner credits the partnering of ArtsWave and the Cincinnati USA Regional Tourism Network for a successful promotion of the area’s arts

Cincinnati Union Terminal was a significant development in the history of Cincinnati transportation and is regarded as one of the last great train stations built when it opened in 1933. The Art Deco style building now is home to three museums, an OMNIMAX® Theater and the Cincinnati History Library and Archives.



Robert Webber photo

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*Aerial - CirclePort with 250 acres of land available for development*

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