

Northern Kentucky

MARKET REVIEW 2019

BRIDGES TO THE FUTURE

Northern Kentucky's transformation creates new paths for prosperity, growth and opportunity

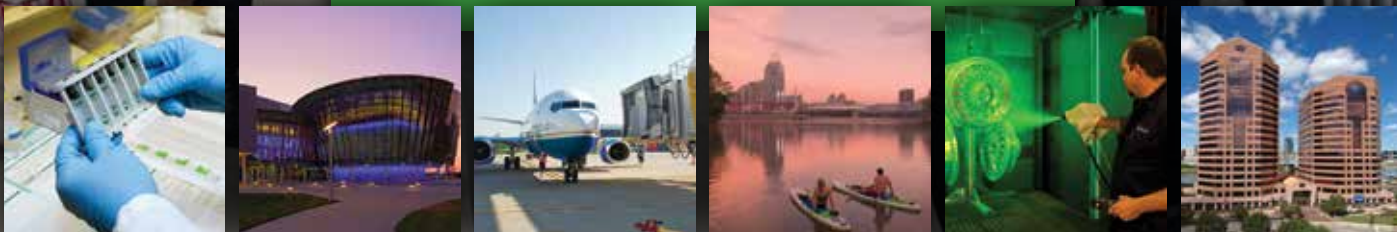
Underwritten by



Published by



\$12



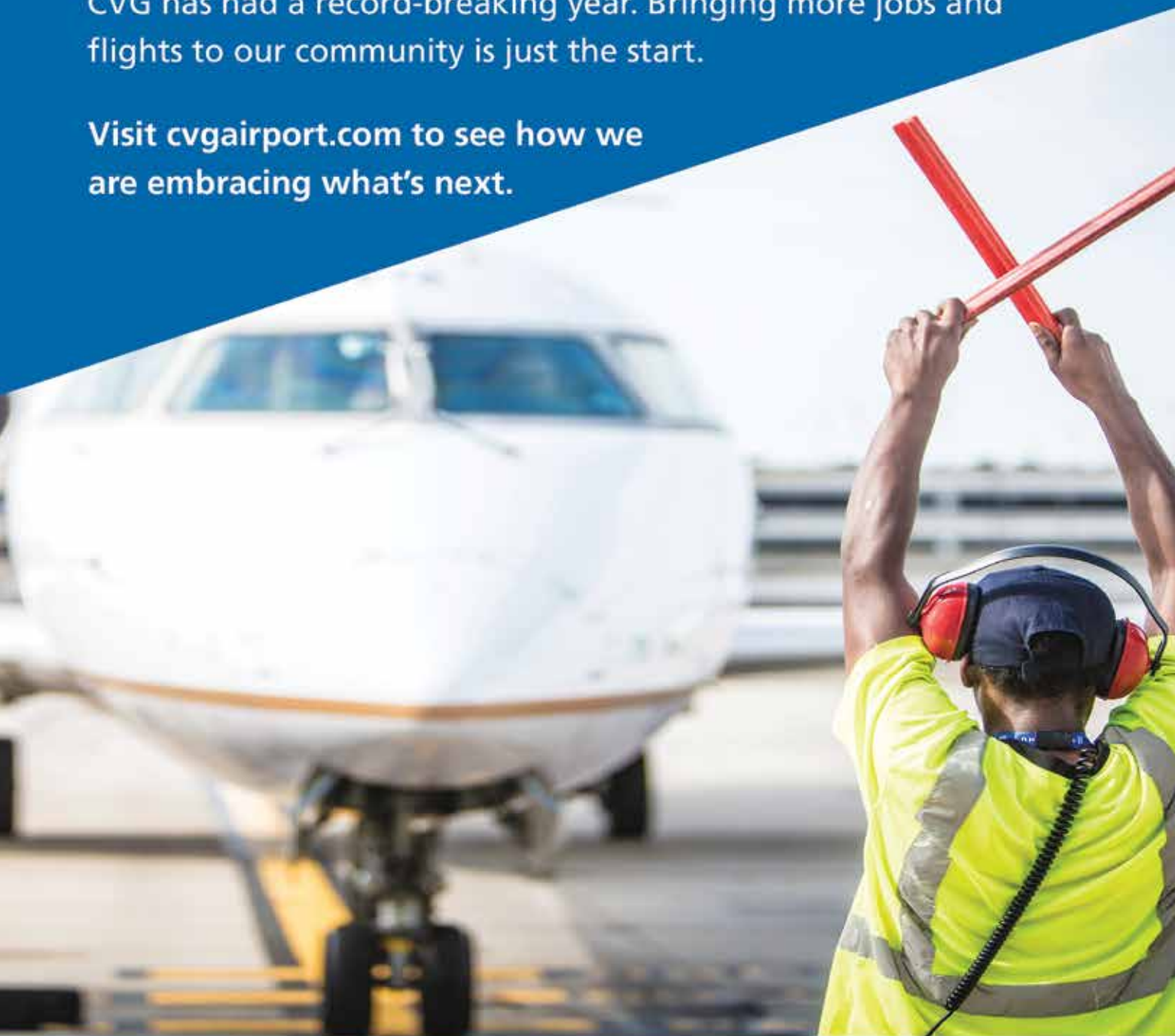
PAID
U.S. POSTAGE
Permit #327
Lebanon Junction
KY 40150

601 W. Short St., Lexington KY 40508
ELECTRONIC SERVICE REQUESTED

Elevating our region, to 30,000 feet and beyond.

CVG has had a record-breaking year. Bringing more jobs and flights to our community is just the start.

Visit cvgairport.com to see how we are embracing what's next.



CVGairport.com/next

GREAT THINGS COME FROM NORTH ERN KEN TUCKY

ST. LOUIS •

CHICAGO •

DETROIT •

CINCINNATI •

NORTHERN
KENTUCKY

ATLANTA •

Accessibility, talent and financial resources, broad amenities and a low cost of living make Northern Kentucky an ideal place to start and grow a business.



...just south of Cincinnati

NorthernKentuckyUSA.com





Northern Kentucky

MARKET REVIEW 2019

Table of Contents

People & Places	6
Northern Kentucky Tri-ED	12
NKY Chamber of Commerce.....	14
Northern Kentucky	
Area Development District.....	16
Demographics.....	17
Cover Story.....	18
Quality of Place	24
Education & Workforce Development....	28
Health Care Services.....	31
Logistics.....	34
Transportation.....	38
Real Estate.....	40
Construction	42
Financial Services.....	46
Legal Services.....	50

Made in NKY	53
Utilities.....	57
Business Services.....	58
Headquarters	60
Meetings & Attractions.....	62
Arts & Culture	65
Sports & Recreation	68

COUNTY BY COUNTY DATA

Boone County	70
Campbell County	70
Kenton County	71
Gallatin County.....	71
Grant County	72
Pendleton County.....	72
Hamilton County, Ohio.....	73
Clermont County, Ohio.....	73



On the Cover: From left: Katie Meyer; Mandy Lehman, Bonnie Meyer; Gordon Henry; Shwetha T. Pai; Tess Burns; Vivek Mehta and Karen Etling walk across the Roebling Bridge in Covington to Cincinnati. Cover photo by Abby Laub

Published by



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

Executive Editor
MARK GREEN

Market Review Editor
ABBY LAUB

Director of Digital Media
JONATHAN MILLER

Chief Operations Officer
NICOLE CONYERS WHITE

Publishers
BRETT LANE
MEREDITH LANE FERGUSON

Circulation/IT
JOSIAH WHITE

Senior Associate Publisher
DONNA HODSDON

Associate Publisher
HAL MOSS

Consultant
DICK KELLY

Marketing Consultants
CURTISS SMITH
KRISTINA DAHL

Creative Director
JESSICA MERRIMAN

IT Services
NETGAIN TECHNOLOGIES

Design & Production
STONE ADVISORY

Pre-press & Printing
PUBLISHERS PRINTING CO.



Founder
ED LANE
1985-2015

Northern Kentucky Market Review is a community profile published by Lane Communications Group. For information and advertising rates, contact Lane Communications Group, 601 West Short Street, Lexington, KY 40508, Voice: (859) 244-3500, Fax: (859) 244-3555, lanereport.com

© 2019 Lane Communications Group. All material in this publication is protected under applicable copyright laws. Reprinting or using any materials from Northern Kentucky Market Review is prohibited without express written consent by the publisher.

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.





Above: The Purple People Bridge connecting Newport to Cincinnati is a favorite destination for parties, festivals and daytrippers.

In 2018, Northern Kentucky Tri-ED found that Boone, Kenton and Campbell counties had a **civilian labor force of 203,658** with a **participation rate of 68.7 percent**. Of individuals ages 25 to 64 in the Northern Kentucky region (Boone/Kenton/Campbell), **32.4 percent have a bachelor's degree or higher**, which compares with 31.8 percent in the nation.



Northern Kentucky: A Bridge to OPPORTUNITY

Thank you for picking up a copy of The Lane Report's 2019 Northern Kentucky Market Review. We are happy to share what the Northern Kentucky region has to offer businesses who have located here or those considering locating across our region.

This year offers an opportunity to "bridge" connections and enhance collaborations that will create positive outcomes-based solutions for our business community. Our new Growing Regional Outcomes through Workforce (GROW) NKY initiative is one example of the region's commitment to work together.

Our region has seen 96 months (!) of year-over-year economic growth. We continue to experience a strong business climate with more than 2,500 new direct jobs and over \$250 million in new capital investments during the past year. In addition, Kentucky jumped 10 spots in our overall state business tax climate, according to the Tax Foundation, due to recent public policy changes made at the federal and state level.

All of this points to continued success in Northern Kentucky, and we see a strong future ahead of us, as we continue to invest in infrastructure needs across our region and address workforce issues head on.

The Northern Kentucky Chamber and Tri-ED recently celebrated milestone anniversaries; 50th and 30th, respectively. While our organizations have much to celebrate regarding our work to create a thriving region and economy, we must continue to look ahead to ensure the next years are just as successful.

Enjoy this Market Review and please feel free to reach out to us at Tri-ED or the NKY Chamber of Commerce.

Brent Cooper
President & CEO, NKY Chamber

Karen Finan
Interim President & CEO, Northern Kentucky Tri-ED



NKY Chamber
300 Buttermilk Pike, Ste 330
Fort Mitchell, KY 41017
nkychamber.com



Northern Kentucky Tri-ED
300 Buttermilk Pike, Ste 332
Fort Mitchell, KY 41017
northernkentuckyusa.com

CORPORATE SPONSORS





Because it's not just networking, it's a network.

As a member of the Northern Kentucky Chamber of Commerce you are included in a network of over 17,000 business owners, professionals, legislators, and non-profit leaders throughout the entire state of Kentucky.

Join today at
NKYChamber.com



Chamber of
Commerce

HORIZON

COMMUNITY FUNDS OF NORTHERN KENTUCKY



Connecting people to their community.

Horizon Community Funds maximizes your charitable giving to impact Northern Kentucky communities and nonprofits, now and in the future.

www.horizonfunds.org



Unified Assets, Distinguished Features

Northern Kentucky's unique ability to combine life, work
and play creates an authentic and cultured experience



Above: The Newport Aquarium at Newport on the Levee has hundreds of exhibits that attract approximately 700,000 guests annually. The state-of-the-art facility was named the No. 1 aquarium in the 2012 Readers' Choice Travel Awards from 10Best.com; the Best Rainy Day Outing in 2006 in Cincinnati Family Magazine; and the Best Aquarium in the Midwest in the Zagat Survey's U.S. Family Travel Guide in 2004.

Left: In June 2018 the Public Arts Network of Northern Kentucky created the NKY Picnic Table Project on the Purple People Bridge to connect the communities of Northern Kentucky and allow them to tell their stories through public art. The tables were later distributed throughout local communities.



Byron Photography photo

Above: Northern Kentucky's waterfront, also known as the Southbank, plays host to dozens of festivals including Goettafest and events throughout the year, partly due to the easy pedestrian access for residents on both sides of the river:



Above: Cincinnati Red Bike offers a fun, affordable and healthy way to travel around Northern Kentucky in an easy-to-use bike share system.



Above: Newport on the Levee attracts hundreds of thousands of visitors a year since it combines stunning waterfront vistas with views of downtown Cincinnati with great restaurants and bars, family attractions, entertainment, hotels, access to walking trails and so much more – all in one easy-to-access stop.



Right: Professional sports fans in Northern Kentucky never want for entertainment, which includes Kentucky Speedway in Sparta. The 1.5-mile tri-oval speedway has hosted ARCA, NASCAR and Indy Racing League racing since it opened in 2000. The region also is home to professional football, baseball and soccer:



Renaissance Covington photo



Above: Renaissance Covington works hard to transform public spaces, create community and promote economic sustainability through events like Shop Small Saturday.

Left: Northern Kentucky's German heritage is highlighted at the annual Glier's Goettafest. The four-day celebration along Newport's riverfront every summer features lots of goetta – a German dish that is often compared to breakfast sausage – live music and cloggers, and Wgames like Goetta Slide and Goetta Ring Toss.



Above: Northern Kentucky is making a huge name for itself in the bourbon scene, and in 2018 locals launched The B-Line, a collective of local distilleries, unique bourbon bars, and restaurants. In 2017 Northern Kentucky was named an Official Gateway to the Kentucky Bourbon Trail®.

Right: Unique and historic residential real estate opportunities in the urban core of Boone, Kenton and Campbell counties include Newport's Mansion Hill, North Covington's extravagant historic architecture, and the picturesque Fairfield Avenue in Bellevue. The Catalytic Development Funding Corp. of Northern Kentucky helps accelerate the region's urban renaissance through targeted investments in catalytic real estate development and redevelopment projects in urban neighborhoods, including previously neglected or undervalued historic properties.



New Riff Distilling photo



Above: Newport-based New Riff Distilling is one of the leading new event spaces in Northern Kentucky.

Left: Quality of Place is a major asset for business and political leaders when attracting talent to the region. Pedestrian access is one enticing feature.



Above: Noah's Ark at the Ark Encounter attracts hundreds of thousands of visitors annually to Williamstown. The Ark Encounter showcases the biblical narrative of the great flood in Genesis by displaying a life-sized replica of Noah's Ark that spans 510 feet long, 85 feet wide and 51 feet high and also features outdoor attractions like zip lines, restaurants and a zoo.



Left: Silverlake, a health club and family center located in Erlanger; added 55,000 s.f. in a \$9 million expansion. The facility offers youth programs including sports, preschool, afterschool care, summer camps and group exercise. And the Silverlake WaterPark is the largest member-only waterpark in Northern Kentucky.



Above: 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.



Left: Old Kentucky Bourbon Bar is on The B-Line and is in the charming, historic Mainstrasse Village in Covington. It serves as one of many examples of Northern Kentucky's growing influence in the bourbon world.



Amanda Davidson photo

Flickr Lohre photo

Above: Cathedral Basilica of the Assumption on Madison Avenue in Covington provides a jaw dropping look at Gothic Revival architecture that's normally reserved for cities in Europe.

Right: The wildly popular Flying Pig Marathon takes tens of thousands of runners every spring from Cincinnati to Newport and Covington and back.



Above: For more than 40 years, regional tourists and residents have enjoyed a spectacular fireworks show at an end-of-summer event that draws hundreds of thousands of revelers. Western & Southern/WEBN Fireworks is a booming, end-of-summer blowout that concludes with one of the largest fireworks displays in the Midwest. On both sides of the river, nearly a half-million people view the show.

Right: In spring 2018 Pedal Wagon expanded to Covington from Cincinnati where it was launched six years ago. The 15-person pedal-powered cart offers tours around the city and a "rolling celebration."



Above: The John A. Roebling Suspension Bridge, named for the civil engineer who designed it, has been an iconic landmark along the city skyline for nearly a century and a half. It connects Cincinnati with Covington, and when it opened to traffic on January 1, 1867, its 1,057-foot span made it the longest suspension bridge in the world. The record was broken in 1883 when Roebling's most famous project, the Brooklyn Bridge, opened.

Below: The Big Bone Lick State Park features exciting fossils and artifacts, including a 1,000-pound mastodon skull. In 2002, the National Park Service designated Big Bone Lick State Park as an official Lewis and Clark Heritage Trail Site. The park was also listed in 1972 on the National Register of Historic Places and listed as a National Natural Landmark in February 2009.



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

High rankings, big results

Northern Kentucky envisions growth based on foundation of strong success



Northern Kentucky Tri-ED supports businesses from the bustling riverfront cities of the urban core to the industrial parks that are the hub of logistics and manufacturing, just 10-15 miles south of the river.

and innovators in various capacities. The goal of the NKYEC is to establish an innovation cluster in Northern Kentucky focused on informatics, health innovation and supply chain and logistics – all current centers of excellence in the region. To help achieve this goal, Tri-ED was awarded a \$750,000 grant from KY Innovation's RISE Program, which will be matched with local dollars for even greater impact. This is just one of the many efforts Tri-ED has undertaken to re-shape economic development and improve the overall growth of the region.

In 1987, Northern Kentucky Tri-ED was created as a nonprofit corporation to build a world-class economy through the expansion and creation of industry. Many have worked together to achieve this goal, and since Tri-ED's founding, it's been behind the successful relocation and expansion efforts for over 700 business projects, creating more than 70,000 jobs and realizing capital investments topping \$9 billion. Now, Northern Kentucky Tri-ED is ranked among the top 15 economic development organizations in the nation, having been awarded a 2018 Mac Conway Award for Excellence in Economic

Development – something that more than 5,000 organizations compete for every year.

The current business climate in Northern Kentucky is strong. The region has had eight years of consistent growth and expects 2019 to be another strong year. Throughout this publication, you will find numerous examples of recent economic development wins, regional announcements, and initiatives underway in Northern Kentucky that will spur growth. More and more, companies are finding that Boone, Campbell and Kenton counties – and Northern Kentucky in general – is a great place to do business, raise a family, and experience all the region has to offer.

A new approach to economic development for 2019

Traditionally, Tri-ED has focused on attracting and retaining primary industries with higher employee levels. Industries such as automotive, aviation, logistics, life sciences, food and flavoring, manufacturing and financial services are still greatly important to the vitality of the Northern KY region, but the business climate and mix of companies and industries is changing. Entrepreneurs and start-ups are becoming more prevalent and our region recognizes that for continued economic success, we must take a different approach to economic development.

This idea led Tri-ED to create the Northern Kentucky Entrepreneurship Council (NKYEC), a collaboration of private sector leaders and academic institutions that work with entrepreneurs

Workforce collaboration efforts

Tri-ED also realizes that with continued growth comes the need for skilled and experienced workforce. The need for engineers, aircraft maintenance technicians and experienced logistics and supply chain professionals, especially, is greater than ever but like many communities nationwide the talent pipeline needs reinforcement. To fill the gaps in workforce, Tri-ED is working closely with the NKY Chamber and its comprehensive strategy, GROW NKY, inclusive of other workforce partners like the Northern Kentucky Area Development District and KY Career Center, Northern Kentucky University, and



Phase I of Duveneck Square brought 110 luxury apartments to downtown Covington in 2018, located next door to the taproom of Braxton Brewing Co. (which itself is beginning a \$5 million expansion). The completed first phase also included ALTO Pizza Kitchen + Bar on the ground floor. Phase II of the \$70 million mixed-use urban infill project calls for a 700-car parking garage and an 84,000-s.f. office tower with ground-floor retail.



Our Mission:

To generate, preserve and enhance high quality economic opportunities for Northern Kentucky and support development of the region's business operating environment.

Tri-ED generated results in Boone, Campbell and Kenton counties*:

- Over 700 projects to locate or expand companies here
- More than 70,000 jobs created
- Over \$9 billion in capital investment

*Since 1987

#1 Cost-friendly business location among large U.S. cities

National Average (Base Index): 100

	Overall Cost of Business	Corporate Services
New York	104.7	112.5
San Francisco	104.5	108.5
Chicago	98.3	96.4
Minneapolis	96.8	90.5
Dallas	96.2	90.2
Atlanta	95.1	89.8
Cincinnati MSA	94.0	87.4

SOURCES: KPMG Competitive Alternatives 2016 Report; Callers US Research Report; Office Market Outlook, Q2 2017

Gateway Community Technical College to increase the available workforce and fill the talent pipeline for the future. This includes marketing campaigns and programs that attract skilled workforce to Northern Kentucky as well as creating and enhancing educational programs from elementary to post-secondary institutions. Tri-ED will continue to work with these organizations and with local employers to better understand and address workforce needs.

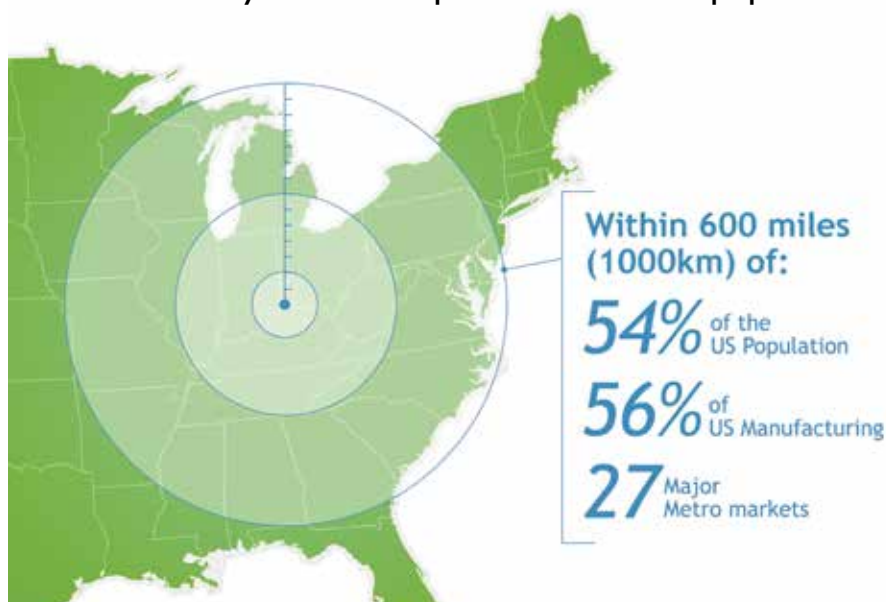
Tri-ED: The next 30 years

Last year marked the beginning of an organizational and community transformation for Tri-ED. An in-depth organizational review led to the creation of an enhanced mission and new strategic direction for the organization. Armed with this new direction, Tri-ED will work more aggressively to:

- Identify and create more shovel-ready sites in Boone, Campbell and Kenton counties and to increase the amount of Class A office space;
- Improve partnerships with cities, counties and other organizations related to economic development in the region;
- Attract new companies to the region that support or complement existing industry and enhance the vitality of the region;
- Focus on urban core and key redevelopment opportunities;
- Deepen our connection with the private sector to improve services.

All the while, Tri-ED will continue to provide core economic development services including site identification and selection assistance, helping existing businesses with expansion projects, attracting new businesses to Northern Kentucky and providing support to existing companies in areas such as workforce, infrastructure, transportation, utilities, tax incentives and more.

Within a two-day drive of 90 percent of the U.S. population



Why Northern KY?

Since Tri-ED's founding we have seen incredible growth in Northern KY, which is now home to industry leading companies like Amazon, Prime Air, Prysmian Group (formerly General Cable), Bosch, CTI Clinical Trials & Consulting, Mazak, Mubea, Perfetti Van Melle, L'Oréal, WILD Flavors, Castellini Group and more. These companies make Northern Kentucky their home for a reason: a great business climate, robust supply chain and incredible quality of place.

While some might consider 'quality of place' to be the latest buzzword in economic development, we take it to heart. Our entire region works together to make sure we have not just a great business climate but also excellent community programs and support, a wide variety of housing options, high performing schools and universities, and a vibrant urban core.

The region has become a national hub for logistics: We can reach 50 percent of the United States population within one day, and 90 percent within a two days drive. And we are just minutes from the Greater Cincinnati/Northern Kentucky International Airport (CVG), the fastest growing cargo airport in the country. The speed with which companies can reach their customers is an attractive benefit to companies located here.

Our region has been rated No. 1 as a cost-friendly business location among large U.S. cities, and is in the top 10 for most favorable tax conditions. The average cost of living in Northern Kentucky is 12 percent below the national average, and housing prices are 25 percent below,

"Our region has been rated #1 as a cost-friendly business location among large U.S. cities and is in the top 10 for most favorable tax conditions. The average cost of living in Northern Kentucky is 12 percent below the national average, and housing prices are 25 percent below, making our northernmost counties a great bargain compared to similarly-sized metropolitan areas."



— Karen Finan, Interim President/CEO, Tri-ED

making our northernmost counties a great bargain compared to similarly-sized metropolitan areas.

For these reasons, among others, Northern Kentucky truly is a bridge to opportunity for the businesses that locate here and for the individuals and families that call Northern Kentucky home.

We encourage you to learn more about us! Give Tri-ED a call at (859) 344-0040, or toll-free at (888) 874-3365. We welcome the opportunity to take you on a tour of our region and see first-hand all the great things Northern Kentucky has to offer for your business. ●

Follow us on LinkedIn (Northern Kentucky Tri-ED) and Twitter (@NKYTriED) NorthernKentuckyUSA.com to learn more.

Northern Kentucky Chamber and other regional officials have much to boast about when attracting new business or talent. It's a global business force, major tourism destination and community-minded.



What is Northern Kentucky?

A unique, growing, cultural, cooperative, impactful, authentic region

BY BRENT COOPER, PRESIDENT & CEO

WHAT is Northern Kentucky? That's one of the many questions I've asked myself as I reflect on my first year of leading the NKY Chamber as President & CEO.

What's the best way to describe our region?

Are we one of the largest urban areas in Kentucky, offering walkability, world class restaurants, and a variety of new craft breweries and bourbon distilleries? Are we a suburban community offering some of the best schools and shopping destinations such as Florence's Mall Road, Bellevue's Historic Fairfield Avenue, and Crestview Hills Town Center? Are we a thriving manufacturing center boasting international businesses like Mubea and Mazak? Are we a leader in finance and tech, touting Citi, Fidelity, and NKU's College of Informatics?

The truth is, we are all of these things ... and more.

Our Northern Kentucky region includes the nine northernmost counties in the state of Kentucky, with nearly a half a million people. No matter your personal or business priorities, our region brings a lot to the table.

Our region is a powerhouse

Our economy has seen 96 straight months of year-over-year growth, as

of the fourth quarter of 2018. The unemployment rate is around 3.2 percent – the lowest it's been in decades.

Northern Kentucky's labor force participation rate is at 67 percent. That's three points above the national average of 64 percent, and far above the Kentucky state average of 56 percent.

The success of our region makes it clear that we have a great place to do business.

Tourism is one of our hidden success stories, with hotel demand in Northern Kentucky at four times the national average. It surprises people to hear that while we're 10 percent of Kentucky's population, we represent 20 percent of the commonwealth's tourism. With offerings like the Newport Aquarium (one of the top 10 aquariums in the country), Kentucky Speedway, Ark Encounter, Florence Freedom baseball team, and Hofbrauhaus, our region has a lot to offer. When you add the Greater Cincinnati region to our portfolio, NKY visitors can experience amenities that rival any place in the country.

Much of Northern Kentucky's success is due to the Cincinnati/Northern Kentucky International Airport (CVG).

Not only is CVG the largest airport in the state of Kentucky, we believe it's the best in the region. Northern Kentucky boasts more flights, and lower cost flights, than Dayton, Columbus, Indianapolis,



Our Mission:

Promote and support the development of strong businesses and a vibrant economy in the NKY region, through leadership and advocacy, resulting in a better quality of life for all.

Our Vision:

Be the premier membership organization driving NKY's pursuit to be a world-class region in which to start, develop and grow thriving businesses.

2019 Board Officers:

Chair: Jim Parsons, Partner, Keating Muething & Klekamp PLL

Immediate Past Chair: Rhonda Whitaker, VP Community Relations, OH & KY, Duke Energy

Chair-Elect: Dan Cahill, VP Market Leader, HORAN

Secretary: Geralyn Isler, President, Business Benefits

Treasurer: Jason Payne, Managing Director, NKY Market SVP, Republic Bank

Lexington and Louisville. It is a huge driver of our economy.

It has also helped turn us into a logistics and distribution leader. Behind expansions of DHL and Amazon, CVG is now ranked eighth in North America in cargo. Half of all flights out of CVG are cargo flights.

Brent Cooper is in his second year as president and CEO of the Northern Kentucky Chamber.

We also have a growing health sciences sector, led by St. Elizabeth Healthcare. With the new addition of the Health Innovation Center at Northern Kentucky University, and successful startups like Bexion Pharmaceuticals, our region is becoming a leader in health care advances.

Successes don't come without challenge

For every worker that we're adding, regions like Nashville, Tenn., and Austin, Texas, are adding 10. We must figure out a way to better tell our story. We have a compelling proposition to those looking to relocate: high quality of life and low cost of living. Sharing what we have to offer is key if we are to continue to grow our workforce.

The need for transportation solutions also remains a top priority. Despite our success, we have a number of projects, including the Brent Spence Bridge Corridor, that continue to keep us from growing like we could or should.

It's important to note that while transportation challenges impact our larger employers for sure, it's small businesses that are impacted the most. Out of the 8,600 businesses in our region, 93 percent of them are 49 employees or less. When employees of a small business are late to work due to traffic, or stuck on their way to a service call, that's lost productivity and a real impact to the bottom line that as a matter of percentage, dwarfs that of larger organizations.

And while the NKY region offers a variety of top-rated schools, we need to continue to improve education, at all levels, and ensure all our citizens have equal opportunities for long term success.

With that thought in mind, the NKY Chamber, in partnership with a

variety of workforce partners, led the charge to create the new GROW NKY initiative (Growing Regional Outcomes through Workforce), which focuses on strengthening the region's competitive workforce through five key pillars – Kindergarten Readiness; College & Career Readiness; Adult Career Readiness & Life Long Learning; Talent Retention & Attraction; and Employer Policies & Practices.

Each workforce pillar boasts a number of goals, but one I'm particularly fond of is the goal of dramatically increasing the number of experiential learning offerings, including internships and apprenticeships. We know that when students obtain work experience while attending school, they get better grades, are more likely to graduate, and most importantly, are more likely to be hired after graduation.

Another top priority is increasing the number of children who are ready for kindergarten. If we don't invest more in quality childcare and pre-school, we're never going to have the community we desire. Right now, only 54 percent of our kids are coming in ready for kindergarten. Our goal

Northern Kentucky's labor force participation rate is at 67 percent. That's three points above the national average of 64 percent, and far above the Kentucky state average of 56 percent.

is to increase this to 85 percent over the coming years, because we know if kids come prepared for kindergarten, they'll be more likely to read on grade level by the third grade, and more likely to have success in life.

No matter the arena, improving our workforce is the NKY Chamber's top objective.

All of this work supports our mission to promote business growth and improve the economy. That's why we're here. If we do it right, it should result in a better quality of life for all.

That's the 'why' behind the NKY Chamber. The 'how' is by leading, connecting, and advocating.

"Lead, connect, advocate," is a phrase we use regularly at the NKY Chamber. Whether it's leading an important community conversation, connecting members at networking events, or advocating on behalf of our members in Washington, D.C., Frankfort or at the local fiscal court – we are working hard every day on behalf of the NKY business community.

We've been doing that since 1969. As we begin our 50th Anniversary year, we are looking forward to leading, connecting and advocating on behalf of our members over the next 50 years. ●

The Cincinnati/Northern Kentucky International Airport (CVG) has more flights, and lower cost flights, than Dayton, Columbus, Indianapolis, Lexington and Louisville. It is a huge driver of the region's economy.



NKADD in 2018

Working together for Northern Kentucky

Serving 62 local governments in Kentucky's eight northern counties, the Northern Kentucky Area Development District provides services in three areas: Human Services and Case Management, Public Administration and Community Development, and Workforce Development.



Exec. Director,
Lisa Cooper



Assoc. Director,
Barb Stewart



Assoc. Director,
Anne Wildman



Assoc. Director,
Meghan Sandfoss

NKADD Board Officers:

Lewis Diaz, Chair;
Mayor Rick Skinner, Vice-Chair;
Judge-Executive Kris Knochelmann, 2nd Vice-Chair;
Judge-Executive Casey Ellis, Treasurer



Available positions through Job
Orders increased by **50%**



515 employers participated in
359 onsite hiring events and
conducted more than
4,690 interviews

\$510,947

INVESTED
in Workforce preparation through Training



57,254 meals provided for
seniors through home-delivered
meals and congregate meals in
local Senior Centers



110% increase in new Job
Openings posted



\$22.50 Average wage for
workers receiving Workforce
Training

\$1.3+ MILLION

GRANT FUNDING SECURED



7,447 Aging and Disability
Resource Center calls received,
connecting seniors and disabled
individuals to needed services



29 Public food pantries
supported through federal
programs



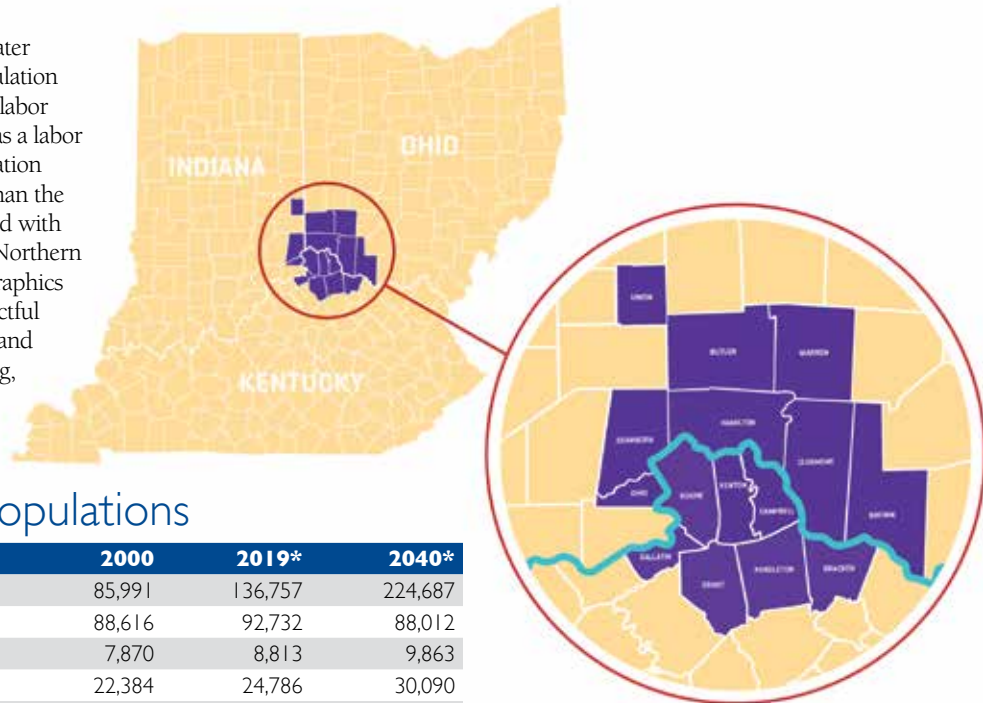
2,302 Employer-reported Job
Placements

\$237,800

REVOLVING LOAN FUNDS CIRCULATED

Northern Kentucky by the Numbers

NORTHERN Kentucky – part of the Greater Cincinnati region – has a growing population as well as a growing workforce. With a labor shed of more than 1.1 million people, it also has a labor force participation rate and size (civilian population 16 years and over) that is significantly higher than the rest of Kentucky, and the U.S. (68.7% compared with 59.2% and 63.3%, respectively), according to Northern Kentucky Tri-ED. Northern Kentucky's demographics paint a picture of a thriving, growing and impactful region. The region's key industries are aviation and aerospace, automotive, advanced manufacturing, biohealth, food and flavoring, information technology and advanced logistics.



A map of the Greater Cincinnati region, which includes Northern Kentucky's six counties, courtesy REDI Cincinnati

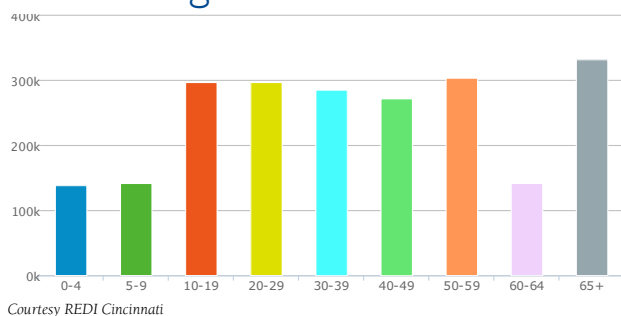
County Populations

	2000	2019*	2040*
Boone	85,991	136,757	224,687
Campbell	88,616	92,732	88,012
Gallatin	7,870	8,813	9,863
Grant	22,384	24,786	30,090
Kenton	151,464	168,511	177,963
Pendleton	14,390	14,122	15,118
Clermont (OH)	177,977	204,214	216,190
Hamilton (OH)	845,303	813,822	786,090
Totals	1,393,995	1,463,757	1,548,013

* Estimated

Source: Kentucky State Data Center, Ohio Development Services Agency

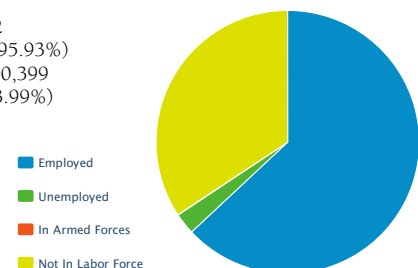
Age Distribution



Labor Force Status

Labor Force: 1,150,602
Employed: 1,103,830 (95.93%)
Not in Labor Force: 600,399
Unemployed: 45,890 (3.99%)
In Armed Forces: 882

Courtesy REDI Cincinnati



Total Employees by Major SIC

SHARED INDUSTRIAL CLASSIFICATION	TOTAL	PERCENTAGE
Agricultural, Forestry, Fishing (SIC Range 01-09)	10,330	0.86
Mining (SIC 10-14)	551	0.05
Construction (SIC 15-17)	47,204	3.94
Manufacturing (SIC 20-39)	152,896	12.78
Transportation and Communications (SIC 40-49)	43,010	3.59
Wholesale Trade (SIC 50-51)	52,445	4.38
Retail Trade (SIC 52-59)	234,280	19.58
Finance, Insurance and Real Estate (SIC 60-69)	76,247	6.37
Services (SIC 70-89)	513,615	42.92
Public Administration (SIC 90-98)	58,283	4.87
Unclassified (SIC 99)	7,790	0.65

Source: REDI Cincinnati. Figures include Northern Kentucky, Southwest Ohio and Southeast Indiana.

Transforming together

Northern Kentucky is busy building vital bridges to a vibrant future



Red Fly Pictures photo

BY ABBY LAUB

THE Northern Kentucky region might already have 10 actual bridges, but it's busy building many more as it continually transforms itself into an even better place to live, work and play. Bridges to a better future



Tourism spending is a huge part of Northern Kentucky's economy, and a planned SkyWheel on the waterfront will build on its status as an attractions hub.

— through education, infrastructure, innovation, entrepreneurship, and a better quality of place that beckons everyone to stay a while — or forever.

"Northern Kentucky is a true community ready for change," said Karen Finan, interim president and CEO of Northern Kentucky Tri-ED. "It's willing to face its challenges and embrace its attributes. We work together to accelerate growth — in the corporate sector; of community leaders — knowing it's in our best interest to identify and implement transformative, regional initiatives."

Construction — real or abstract — to achieve transformation requires unified purpose, talent, enthusiasm, vision, long-term planning and money. Now, more than ever, there are regional leaders, citizens and business leaders linking together to build more "bridges," and one place they're gathering and giving their money is with Horizon Community Funds.

Founded in 2017 and led by President Nancy Grayson, HCF raised a cool \$18 million in just one year; uniting resources with the purpose of raising the quality of life for all people in Northern Kentucky.

"We're choosing not to focus on a particular content area," Grayson said. "From the outset we said we'd help break the cycle of poverty, support the arts, and more."

Now, HCF is focusing on a broader spectrum, including the opioid crisis, workforce development and worker

Northern Kentucky's iconic bridges are symbolic — like the historic John A. Roebling Suspension Bridge — of the region's meteoric rise to new heights. The year 2018 proved to be extremely fruitful for the area's businesses, leaders and residents, but they're just getting warmed up.

HORIZON COMMUNITY FUNDS OF NORTHERN KENTUCKY

50 E. RiverCenter Blvd.,
Suite 431
Covington, KY 41011
(859) 757-1552
horizonfunds.org



Nancy Grayson, President, Horizon Community Funds

Horizon Community Funds of Northern Kentucky is a qualified public charitable 501(c)(3) organization established as a community foundation in 2017 by Northern Kentucky leaders. Its mission is to unite resources to raise the quality of life for all people in the Northern Kentucky community. President Nancy Grayson leads the organization, working collaboratively with other leaders to serve the community's needs.

pipeline, affordable housing, healthcare and overall public health.

"Our goal at the outset was \$50 million in five years, but we think we're going to get there in more like three to four years now," Grayson said. "We've been growing our funds and spreading our mission ... This is the first time we've ever had this togetherness (in the region). There is this fierce pride that we have. People who live work or play here; they

“I love living in Northern Kentucky because we have it all. We have both urban and rural living. If you want to live in a small town and see your neighbors at the grocery, we’ve got that. We have small-town living, yet you’re minutes from world-class restaurants, professional sports and amazing arts culture that includes two symphonies, the ballet, art museums, and Broadway shows. We’ve also got the lowest-cost airport, and most direct flights of any airport in the state.”



—Brent Cooper, President and CEO, NKY Chamber

see that there is this sense of bonded-ness that I think is really good right now. This is why you’re seeing better alignment because there is excitement about the growth we’re experiencing.”

HCF collaborates with private sector donors and partners, but also with the Northern Kentucky Regional Alliance, the Northern Kentucky Chamber, Tri-ED, Catalytic Fund, and United Way of Greater Cincinnati-Northern Kentucky.

They see Horizon as an “endowment for Northern Kentucky,” Grayson said. “It’s focusing on innovation, acceleration, leveraging resources and making dollars go further.”

The excitement is palpable at the NKY Chamber, where President & CEO Brent Cooper is settling into his second year at the helm of the 250-member strong organization.

“By any measure, we had an amazing first year. Membership increased, attendance at our events also went up, and we recently had one of the largest annual dinners in a decade with over 1,100 people celebrating the kick off to our 50th anniversary year,” Cooper noted. “Most importantly, our advocacy efforts and our regional involvement have been focused on improving our economy. This year we were able to boast the lowest unemployment rate and highest worker participation rate in the commonwealth.”

The chamber and its members are helping build more bridges in the private sector. Sometimes the evidence shows in the form of new announcements, new hires or simply anecdotal proof that things are humming along nicely.

“We’ve seen a record number of ribbon cuttings and business expansions this year across our region,” Cooper said, adding that the region’s top growth areas continue to be healthcare, advanced manufacturing, logistics & distribution, I.T., finance and construction. “We have one of the fastest growing counties in the state of Kentucky in Boone County. Also, folks in Cincinnati are often surprised to hear that the fastest growing county in the Cincinnati MSA can be found in Northern Kentucky!”

The swelling numbers require, among other things, growing the workforce. This is an issue that’s not necessarily unique to the region, but the way that Northern Kentucky leaders are handling it is special.

“I’m excited to see businesses in all of these sectors taking a more creative and



The \$105 million Health Innovation Center is home to NKU’s College of Health Professions and the Institute for Health Innovation.

Transformative education

In October 2018, Northern Kentucky University dedicated its all-new \$105 million Health Innovation Center. The state-of-the-art technology and learning hub, including the St. Elizabeth Healthcare Simulation Center, make the HIC one of the largest and most comprehensive health professions buildings in the country.

“The Health Innovation Center transforms how we educate and train the next generation of health care professionals with an interdisciplinary approach to addressing our population health challenges. I see it as the nexus of talent, innovation and community development,” said President Vaidya at the dedication. “A project of this scope doesn’t happen with one institution. It takes everyone making a commitment to improve education and health outcomes in the region. We are incredibly grateful for the commitment from our state legislature, St. Elizabeth Healthcare, local leaders and other community partners.”

The \$105 million project is home to NKU’s College of Health Professions and the Institute for Health Innovation. The Kentucky General Assembly allocated \$97 million toward the construction of the HIC.

collaborative approach to addressing their workforce needs,” he said. “They aren’t just paying people more, they are also looking at a range of benefits that can help attract and retain talent. Things like tuition reimbursement, transportation, and childcare for their employees.”

Making a workplace attractive is one thing, but getting workers there or making existing workers or students more qualified is another. That’s where an all new initiative is coming into place.

Bridges to Education

“We’re taking a unique regionally collaborative approach to addressing

Creating a prepared, engaged and excited workforce is one of the region’s top priorities. With unemployment figures among the lowest in the nation, concerted efforts through entities like KY FAME and NaviGo will ensure that a new generation of workers is ready to take Northern Kentucky into the future.





Glenn Hartung photo

The urban neighbor next door

- The cost of living in Cincinnati is **91 percent** of the national average, while the cost of business is **94 percent** of the national average. (CBRE 2018 Report)
- CNBC named Cincinnati a **top 7 city for startups** in 2018 and one of the **top 15 U.S. cities attracting more millennials**.
- The Queen City also earned accolades as the **best city in the U.S. for new college graduates**, according to SmartAsset, and Livability gave it a No. 7 ranking for college grads.

workforce issues by looking at the entire spectrum of workforce development,” Cooper said. “Our new Growing Regional Outcomes through Workforce (GROW NKY) initiative that launched earlier this year, looks at early childhood education, K-12 years, adult learning, business policies and practices, and talent attraction and retention. Just improving one of those areas, without addressing the others, doesn’t get us where we want to go. We’re bringing partners throughout the region to the NKY Chamber to work together on all of these issues.”

He said ultimately the region needs a dramatic increase in workforce readiness and more students getting real, hands-on experience. That falls under one of Grow NKY’s five pillars, College and Career Readiness, and is where Tim Hanner’s NaviGo College and Career Prep (a division of Covington-based Children, Inc.) comes into play.

Hanner, the founder and senior director of NaviGo, developed a curriculum to help students find their

“interests and passions or talents and then help them connect to what that means beyond high school,” he said.

NaviGo works with the private sector, Northern Kentucky Cooperative for Educational Services, mentors and educators to help all high school students but especially those ones who “are just doing school” and are not engaged, Hanner said.

The approach proves that workforce development is not just a formulaic event that forgoes the innate passions and talents of each student or the traits of each school; it’s more about engagement. NaviGo helps train educators to engage with students and therefore unlock their potential and help them face their future more effectively.

“When you really drill down and go beneath it and talk to the kids, it’s really about helping every student figure out who they are and what makes them tick, what they’re passionate about,” Hanner said. “That only happens if it’s intentional. We’re training folks on how to engage in more project-based learning and opening doors and having business in schools in more ways beyond just participating in a career day. I think we’re scratching the surface of where we’ll be two to three years from now.”



Cincinnati and Northern Kentucky – practically a stone’s throw across the Ohio River – could not complement each other better, offering residents both urban and small-town amenities and a limitless variety of attractions and culture.

Another big part of the push to better prepare high schoolers is the Ignite Institute at Roebling Innovation Center. The all-new public high school in Erlanger is situated on Toyota’s former Quality & Production Engineering Laboratory facility and will open in August 2019. The company donated the facility to the school, which will focus on project-based learning in science, technology, engineering, arts, and mathematics, with real industry-case methodology, honing passion and direction for careers.

Another new development comes from Bill Butler of Covington-based Corporex.

Butler, who in 2005 helped start the Covington-based Life Learning Center, is getting even more hands on with his time and his wallet – lending support to the seven school districts along the Southbank through a grant that brings the NaviGo program to high school kids. The Butler Foundation grant allows teachers and staff to receive coaching and learn skills to better engage with students

“We’re looking to bring every high school in Northern Kentucky to have a seat at the table along with businesses and industry and along with higher education, but then drilling it down to workforce sector.”

—Tim Hanner, Founder and Director, NaviGo College and Career Prep

NaviGo takes a collaborative approach to education and is big on mentoring and engagement. It aims to inspire students and utilize their unique strengths and talents while using practices not typically seen in a traditional classroom setting.

and help them stay on track to college or trade school once they graduate. And business is brought in like never before.

“We’re looking to bring every high school in Northern Kentucky to have a seat at the table along with businesses and industry and along with higher education, but then drilling it down by workforce sector,” Hanner said. “Especially in the top five areas of needs. And we’ve identified healthcare, IT, logistics, supply chain, construction and skilled trade, and advanced manufacturing as the high need areas. The end result we want out of this is to provide more opportunities for youth while they’re in high school so they can discover, get their hands on, do more job shadowing experiences, more exploratory experience, partnering with businesses and agencies, more apprenticeships, and working to define what apprenticeships mean for us in Northern Kentucky.”

The end results mean higher success rates, but also more meaningful connections.

Unemployment ‘basically at zero’

The Northern Kentucky Chamber hopes such educational practices will also help keep talent in the region. NKY Chamber Vice President of Public Affairs and Communications Kristin Baldwin hopes businesses and community leaders can help carry the torch once students are ready to go.

“NKU does a great job of graduating 3,000 students annually, but what are we doing to keep them here?” she asked. “Now we’re carrying the torch, so what does that look like? We’ve been working on many initiatives; for example NKU, University of Kentucky and St. Elizabeth Healthcare have all come together to do a combined doctorate program to get more physicians in the area after St. Elizabeth identified a big problem of shortage of healthcare providers in the region.”

It’s not only healthcare. Cooper said the region is “basically at zero unemployment” and so many sectors are truly thriving.

“This year we were able to boast the lowest unemployment rate and highest worker participation rate in the commonwealth,” Cooper said. “At the same time we are trying to get people who are sitting on the sidelines back into the workforce. We are also trying to bring people into the region to immediately fill job opportunities. College grads and young professionals for sure, but also those with certificates and expertise in trade fields. We need doctors and engineers, and we need



UpTech Accelerators chooses 10 startups at a time to invest in each year and puts them through an intensive accelerator program that sometimes involves partnerships with local corporations.

Giving innovation an accelerated leg up

Northern Kentucky’s business scene is chock full of steadfast companies who inject millions into the local economy. But the region also is rapidly gaining fame as an ideal startup atmosphere.

At the tail end of 2018, the NKY Entrepreneurship Council (NKYEC), which is operated by the Northern Kentucky Tri-County Economic Development Corp., received a \$750,000 grant to emphasize entrepreneurship and innovation in Northern Kentucky’s economic development. KY Innovation’s RISE program awarded the new funds, and the NKYEC plans to match the grant with local dollars to drive greater results for the region.

The NKYEC looks to establish an innovation cluster in Northern Kentucky, which includes Boone, Campbell and Kenton counties. The focus will be on informatics, health innovation and logistics innovation—centers of excellence in the region. Northern Kentucky University (NKU) will leverage its expertise from the College of Informatics and the Institute of Health Innovation to support the council’s focus areas. Once established, the innovation cluster will serve as a resource for the entire state and the broader region.

“We are thrilled that Northern Kentucky has brought so many great partners to the table to develop a strong, entrepreneurship-based innovation cluster focused on informatics, health innovation and logistics innovation,” said Brian Mefford, executive director of the Office of Entrepreneurship at the Kentucky Cabinet for Economic Development. “This is exactly the kind of collaboration we were aiming for when developing this new investment approach.”

Northern Kentucky has already proven that it is ripe for a further injection into the innovation space. Entities like UpTech and Kentucky Innovation Network in Covington’s “Innovation Alley” already work with startups, sometimes coupling up with organizations like St. Elizabeth Healthcare and NKU. Cintrifuse in Cincinnati is a fast-growing innovation hub that is bringing new high tech jobs, attracting more talent, invigorating the entire region and connecting “dreamers and disruptors.”

“We have a terrific ecosystem of new business startups and entrepreneurs. The efforts of many groups including the NKY Innovation network, Aviatra Accelerators, Cintrifuse, and NKU’s Small Business Development Center (SBDC), just to name a few,” said Brent Cooper, president and CEO of the NKY Chamber. “The new jobs and investments from startups in Northern Kentucky has been profound, and impacts the entire state.”

Northern Kentucky also has a major presence in the research and life sciences sector. Covington-based CTI Clinical Trial and Consulting Services moved its offices to the south bank from Blue Ash, Ohio, in 2016 and in May 2018 it announced it will collaborate with DiscGenics on the execution of a first-in-human trial of IDCT for degenerative disc disease (DDD). DiscGenics is a regenerative medicine company focused on developing cell therapies that alleviate pain and restore function in patients with degenerative diseases of the spine. CTI, an expert in regenerative medicine and in the development of life-changing therapies in critically ill patients, has been a part of several dozen First-In-Human trials over the past few years.

CTI is less than a mile from Bexion Pharmaceutical, a biopharmaceutical company developing innovative cures for cancer.

construction workers and electricians. If you are looking for work, come to Northern Kentucky. We welcome you with open arms.”

It’s not something leaders are sitting idly on. Finan cited Grow NKY’s success. The comprehensive workforce strategy has “tremendous private sector support and expectations,” she said. “Multiple organizations are working together to provide necessary resources and strategies to move the needle on successful talent attraction.”

Top quality of place

Part of attracting talent is not about jobs, but about the livability and quality of place in Northern Kentucky.

With a vibrant international airport, a scenic landscape and rivers, unlimited food and drink experiences, ability to get around quickly, diverse living options, and a sense of small-town living next door to a world class urban landscape make Northern Kentucky a place people want to be.

“A unique problem to us is that people don’t know we are here,” said



German heritage and unique architecture are hallmarks of Covington's hippest mixed use area at MainStrasse Village. It includes homes, apartments, small retail shops, a wide range of restaurants and bars, and even two city parks – all anchored by the iconic Carroll Chimes Bell Tower, commonly known to the locals as "The Clock Tower."

"We bring some of that hard-to-quantify quality of life and uniqueness that adds to the pride and the economic growth of the whole region," Lewis said. "It's not just the dollars from tourism but pride in our community and what we are accomplishing together."

Attractions such as the B-Line are just one of many reasons that REDI Cincinnati President & CEO Kimm Lauterbach likes to talk about Northern Kentucky.

"Northern Kentucky has small-town feel with charm, creativity, and connectivity," she said.

REDI Cincinnati represents a 15-county portion of Southwest Ohio, Northern Kentucky and Southeast Indiana.



Kim Lauterbach,
President/CEO,
REDI Cincinnati

Cooper, adding that the chamber is being very intentional about recruiting young professionals. "We offer a terrific place to live with a high quality of life and low cost of living. We need more people to come and see for themselves what we have to offer. That is why we continue to champion and promote tourism in Northern Kentucky, as well as the entire state. For example, did you know we are 10 percent of the state's population, but represent 20 percent of the state's tourism?"

Part of the tourism and livability appeal is the "cool factor" of Northern Kentucky, which New Riff Distilling owner and founder Ken Lewis likes to tout.

"Newport, Campbell County and Northern Kentucky are most definitely on the rise," Lewis said, adding that the uptick in bourbon production has become a major tourism draw but also a quality of life addition – giving people new places to convene and experience new things. "Being a stop on the Kentucky Craft Bourbon Trail adds to the quality of life on our side of the Ohio River and brings a uniqueness to our area."

The Kentucky Bourbon Trail also dubbed Northern Kentucky as the official northern entrance to the trail, and the

region even has its own take on it with the "B-Line."

"With the 'B-Line' our region's collective approach including distilleries, bars and restaurants focused on Bourbon, we are driving tourism to Northern Kentucky and marketing the area as a transportation hub to begin or end out of state tourists visit to Kentucky," Lewis said, adding that he loves that Northern Kentucky has "such a positive, 'can-do', 'make it happen', collective approach to continue driving this region forward from government, business, and tourism leaders."

He thinks bourbon can continue to drive forward the push to attract more people.



Part of a thriving community, the Covington Farmers Market fosters community and quality of life for the entire region through fresh locally grown produce and food products, live music, and chef-created plates every Saturday and Wednesday.



She added that she loves the way Cincinnati and the whole region embraces new people and ideas and “collectively roll up our sleeves and get to work.”

Bridges – actual ones – together

Rolling up their sleeves together is something regional leaders – on both sides of the river – embrace.

“As much as we have to celebrate, there are challenges,” noted Cooper. “We need ongoing infrastructure improvements like roads, water, sewer, etc. We need to address health issues that are impacting our workforce like the opioid epidemic and our high smoking rate.”

The elephant in the room for infrastructure projects is the aging Brent Spence Bridge that carries north-south traffic for interstates 71 and 75 across the Ohio River. Local leaders already have worked with state and federal officials to establish an east-west corridor to bypass some of the traffic on the overworked bridge to other available bridges. Northern Kentucky’s roads received a major shot in the arm in June 2018 in the form of a \$67.5 million INFRA grant awarded to the Kentucky Transportation Cabinet (KYTC) for I-71/I-75 interchange improvements in Boone County. According to a KYTC press release the total future estimated cost of the project is \$150.9 million. In addition to the INFRA grant, a combination of traditional state and federal funds, as well as local Boone County Fiscal Court funds and private funds, will pay for the remainder of the project.

“We worked for years to get it,” said Baldwin, adding that it will focus primarily on roads and logistics.

While this project will help alleviate congestion around the bridge, Baldwin and others anticipate that money to fix the Brent Spence Bridge will also come from a combination of public and private sources.

“When we talked about the bridge 10 years ago, we just expected the feds to pay for it all, but that’s not happening,” Baldwin said. “Now it’s partnerships with federal, state, local and private money.”

And air transportation has been a huge success for Northern Kentucky. Finan touted the Cincinnati/Northern Kentucky International Airport (CVG) as a prime example of what can happen when leaders put their collective heads together for the good of the region; the result being lower airfare, increased traffic with both people and cargo, and huge increases in activity from Amazon Prime and DHL.

In August 2018 CVG announced it also received \$7.1 million in Airport Improvement Program grants. The program funds airport infrastructure projects such as runways, taxiways, airport signage, airport lighting and airport markings.

Transportation and logistics are one of the many reasons that companies continue to invest. A huge example came in June 2018 as Coca-Cola Bottling Co. Consolidated announced a \$30 million investment in Erlanger. Coca-Cola plans to create 430 full-time jobs for a new 300,000-s.f. sales and distribution facility expected to be open in late summer 2019.

And just one month later – only nine months after its opening – Cincinnati-based Kroger announced it would invest nearly \$18 million and add 250 jobs at its distribution center in Florence. The

A major facet of Northern Kentucky’s successful economy, the Ohio River conveys billions of dollars worth of freight every year.

facility will support Kroger’s e-commerce and digital services.

“We have many success stories we can point to; transportation being a good example,” Finan said. “Our future must envision NKY unity and centralization. It’s time to move forward for the next 30 years; to compete on a national and international basis on all fronts. A regional approach to workforce, education, economic development and health are key to NKY’s transformation.”

Continued transformation will be highly visible soon as Corporex in 2018 announced it plans to move forward with its highly anticipated Ovation complex on Newport’s waterfront. The announcement came after FC Cincinnati announced plans to develop a stadium in Cincinnati’s West End. Originally the Ovation site in Newport was identified as one of three potential stadium sites. Even with the stadium now going on the north side of the river, Northern Kentucky businesses are amped about adding yet another professional sports team literally within sight of the Southbank urban core.

Ovation is an innovative, transformational project from Butler, who is already known for two others like it in Covington at RiverCenter and The Ascent. Ovation, though, will be even bigger. It represents Northern Kentucky’s impressive push into the future. ●

‘A small town that feels like a city’

Northern Kentucky boasts hot cultural attractions with easy living

BY ABBY LAUB

CHOOSING a great place to live isn't as simple as finding a great job. These days the place itself needs to impress arguably more so than a job, and Northern Kentucky does just that. It's a region that has something for everyone, and it's an important part of a Greater Cincinnati region whose cost of living is 12 percent below the national average.

"We truly have something for everyone, whether your stay is a day or a lifetime," said Jack Moreland, president of Southbank Partners.

Southbank Partners Inc. is a Newport-based community and economic development organization that coordinates

SOUTHBANK PARTNERS

425 York Street
Newport, KY 41071
(859) 655-7700
southbankpartners.com

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.



Jack Moreland,
President,
Southbank
Partners

Northern Kentucky is an important part of a Greater Cincinnati region whose cost of living is 12 percent below the national average.

activity with the string of cities along Northern Kentucky's bank of the Ohio River. It promotes and coordinates development activities, fosters teamwork and collaboration, and provides a unified voice for the partner cities in advocating common positions to state and federal governments, and other communities.

"The Northern Kentucky urban core is alive, well and working at a breakneck speed toward a renaissance that is already bringing young professionals, empty nesters and those who just love to be close to the action, back to downtown," Moreland said. "We are renovating existing housing stock, building new modern apartments, lofts and condos, and providing leisure time amenities all in the spirit of establishing a place where everyone loves their lifestyle."

The varied waterfront has a host of attractions to suit families, professionals and seniors alike, and a new coming attraction is a huge Ferris wheel to wow guests with spectacular views of Cincinnati, the river and the rolling hills around the region.

First announced in 2015, the SkyWheel project calls for a 240-foot-tall leisure attraction to be placed at Newport on the Levee on the Ohio River waterfront.



Tess Burns, Gordon Henry and Vivek Mehta are some of the region's brightest new movers and shakers who understand the value of their communities.

"Newport on the Levee is ideal for SkyWheel because it is a great combination of a social gathering place offering all types of entertainment for all age levels with restaurants, theater, aquarium, music and events," said Matthew Stack, managing director of Koch Development Co. Stack oversees all aspects of the operations and development of the SkyWheel.

"The best part of SkyWheel," Stacks said, "is that it is accessible to all ages and demographics. I would expect that with our project there will be other new investment at Newport on the Levee from North American Properties and others to further enhance the entertainment offerings in the area."

On the wheel, riders will be able to see many other of the region's attractions, while feeling they are atop a feather in the cap of a region on the rise. Northern Kentucky is all walkable and affordable. It also happens to be just across the river from multiple professional sports teams, yet more arts and

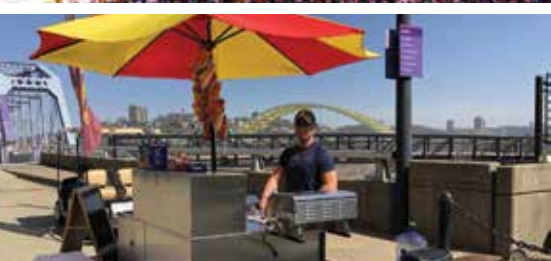
Devou Park's stunning view of Cincinnati, the Ohio River and Northern Kentucky is one of many reasons people love calling the region home.





Envision / Transform / Realize.

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

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

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.

cultural attractions, and ample world-class dining opportunities. And unlike most other large urban areas it is all within easy reach – even by foot or bike. In fact, two popular walking bridges – the Purple People Bridge and the John A. Roebling Suspension Bridge – offer unparalleled pedestrian access to residents and visitors.

“With walkable and bike-able neighborhoods, Southern hospitality, plenty of non-franchise restaurants and shops, and other safe, well-lighted venues, both locals and visitors alike will find an atmosphere in Northern Kentucky that begs them to come stay,” Moreland said.

Who better to talk about the quality of place in Northern Kentucky than the people who live here? Here’s what they have to say.



Architect Jim Guthrie “gives himself” the Hub + Weber badminton tournament trophy.

Jim Guthrie, lives in Newport “via Cincinnati via Lexington via Los Angeles” and is principal at Hub + Weber Architects.

What he loves about NKY: “Diversity – it has everything and everyone. Its authenticity.”

Where he takes out-of-town guests: “Hotel Covington ... but pick a bar or restaurant; you can’t go wrong.”

Education: Bachelor’s in architecture from DAAP at University of Cincinnati.



Pictured is Scott Dewitz’s dog, “Fred the Dog”, hiking with him in Devou Park.

Scot Dewitz is a “Midwest kid (N.D., Minn., Ind., Minn. again, Ill.) and now home in Kentucky” and serves as sales director for Kaiser Roof and Exteriors.

What he loves about NKY: “I visited here about eight years ago, saw the potential and knew I wanted to be here. There is such an amazing blend of history, old charming neighborhoods, housing stock and great local music.

I currently live in Ludlow and believe in the positive movement this community has had in the past two years.



Lauren Kremer photo

Having that community feel and being five minutes from downtown is just an amazing pairing for my lifestyle.”

Where he takes out-of-town guests:

“There are so many options! I really tailor it to the individual, but we always hit our local spots during a stroll in Ludlow with stops at Folk School Coffee Parlor, Haters Dry Goods, Second Sight Spirits and now Bircus Brewing Company. MainStrasse, Rhinegeist and the Southgate House Revival are almost sure stops outside of Ludlow.”

Education: North Dakota State University for general studies.

Tess Burns, is a Northern Kentucky native and co-owner of Commonwealth Bistro and a brand designer.

What she loves about NKY: “Its rolling hills, small town feel and friendliness.”

Where she takes out-of-town guests:

“Left Bank Coffeehouse, Commonwealth Bistro (of course), Lil’s Bagels, Covington mural walk or drive, the Overlook at Devou Park, OKBB, Hotel Covington, the clock tower to see the goats, Licking Riverside.”

Education: Associate’s degree from Gateway Community and Technical College, bachelor’s from Northern Kentucky University, master’s from University of Louisville.

Mavis Linnemann-Clark

is a Northern Kentucky native and serves as executive chef and “fearless leader” at The Delish Dish, Made by Mavis and Kickstart Kitchen.

What she loves about NKY: “It’s a small town but feels like the city!”



Mavis Linnemann-Clark poses at Over-the-Rhine Brewery District’s Rhinegeist in Cincinnati.

Tess Burns and her husband, Chris, pose by jukebox that she’s had since childhood. It now resides in their restaurant, Commonwealth Bistro, for their guests to play. Burns is also the founder of Lifework.

Where she takes out-of-town guests:

“We always go to Covington or OTR (Over The Rhine) for good beers and delicious food!”

Education: Syracuse University, then Kendall College in Chicago for a culinary degree.



Gordon Henry says he loves Northern Kentucky’s proximity to the city with small town charm.

Gordon Henry, Northern Kentucky native, is president of ReNewport and property manager at Cornerstone Renter Equity.

What he loves about NKY: “I love multiple things about the area. The proximity to a big city but the small town charm that I can still enjoy, the walkability, the ability and space to impact change across a multitude of causes. The pride that comes with being from our individual cities in NKY. The residents and friendliness of it all.”

Where he takes out-of-town guests:

“Old Kentucky Bourbon Bar, the museums in Cincinnati, Great American Ball Park, Wunderbar, Wooden Cask Brewery, Washington Park, as many coffeeshops as possible. I’m biased towards Carabello Coffee and Trailhead Coffee.”

Education: Went to NKU for higher education, took a break to join AmeriCorps, now pondering a return to college.

Karen Etling, is a Northern Kentucky transplant from Munster, Ind., and is the executive director at Baker Hunt Art and Cultural Center.



Karen Etling moved to the region from Indiana and now devotes her time to care for one of Northern Kentucky's most unique properties at Baker Hunt Center.

What she loves about NKY: "I love Northern Kentucky's rebirth. All the wonderful restaurants and stores that have sprung up, the great new living spaces and bars, and the upbeat personality that goes along with it all."

Where she takes out-of-town guests: "Brunch somewhere in NKY, a distillery tour, Big Bone Lick for a hike, tour of a horse farm."

Education: B.S. in finance from Indiana University and MBA in human resources from Xavier University.



Katie Meyer, far left, is pictured with her wife Bonnie, second from left, and Renaissance Covington staff at a Covington Farmers Market Dinner at Hotel Covington.

Katie Meyer is a Covington native and serves as executive director of Renaissance Covington. She's also co-author of Walking Cincinnati (facebook.com/WalkingCincinnati/)

What she loves about NKY: "I love our historic architecture, creative energy and locally owned businesses."

Where she takes out-of-town guests: "I love to take visitors on a walk from the Roebling Bridge through Roebling Point, downtown Covington and over to MainStrasse Village. The combination of public art, architecture, and places to shop, eat and have a drink really make for a holistic experience. If it's during the warmer months, we'll make a stop at the Covington Farmers Market and a visit with the Goebel Goats."

Education: B.A. in political science and journalism from the University of Kentucky. M.S. in urban policy analysis and management from The New School in New York City.



Shwetha Pai moved to Northern Kentucky from New York City and serves as CEO of OrgAnalytix. Her office, pictured here, is located in Covington's Innovation Alley.

Shwetha T. Pai moved to Northern Kentucky from New York City and serves as CEO and co-founder of OrgAnalytix.

What she loves about NKY: "The friendly, welcoming people."

Where she takes out-of-town guests: "To FC Cincinnati games and for bourbon tastings."

Education: MBA from Columbia Business School and BSBA from Boston University.

Mandy and Aaron Lehman

moved to Northern Kentucky from Morehead, Ky., and Milford, Ohio, respectively. Mandy is a designer, photographer and creative at MANMAN (themanmans.com), and Aaron is an autism specialist at Cooper High School.



Mandy and Aaron Lehman can often be found crossing over the river and back by foot with their Boston Terrier, Luna.

What they love about NKY: "Its humble, approachable vibe and that it's close to the river and downtown Cincinnati," says Mandy.

Where they take out-of-town guests: "Manhattan Harbor, coffee at Avenue Brew, lunch at Bellevue Bistro, movie in Newport, drinks at Darkness Brewery ... we'll also take them to OTR and other random places too, of course!" Mandy added.

Education: Mandy has a BFA from NKU, and Aaron has a master's in special education from Xavier.



Cincinnati Red Bike has 12 stations in Northern Kentucky.

Getting around made fun

Cincinnati-based Red Bike has 440 bikes with 57 stations – 12 of which are based in Northern Kentucky. Executive Director Jason Barron said the bikes make upwards of 100,000 trips per year and are about the most versatile mode of transportation in the region.

"Red Bike is huge for quality of life," he said. "It allows people to get around in a different way than they're used to getting around, and it adds to the transportation mix of the community, to the health of the population and the environment. And it improves the number of smiles in the community."

Barron said the program has been incredibly popular, and people frequently use them to get across the river for work or leisure.

"Northern Kentucky is a crucial part of the Red Bike network, and I'd say one of the most common rides that's taken is across the bridges to enjoy both sides of the river," he added.

Vivek Mehta moved to Northern Kentucky from Austin, Texas. He is the CEO and co-founder of Weeve, a company that helps businesses reduce turnover by giving them a better way to understand and act on employee feedback.

What he loves about NKY: "There's a vibrant and growing scene for start-ups and small businesses, lots of great shops and restaurants within walking distance, but most importantly – everyone is kind and welcoming. Midwestern hospitality is real!"

Where he takes out-of-town guests: To one (or several!) of the great bourbon bars.

Education: Bachelors in Communication Studies from the University of Texas at Austin. ●



Vivek Mehta moved to Northern Kentucky from Austin to co-found his startup called Weeve. He loves walking along the Covington murals shown here.

Transformative, hands-on learning

Education and workforce development officials are linking arms like never before

BY RUSS BROWN

MAJOR advances in education are taking place throughout Northern Kentucky, and more are on the horizon; a boom fueled in large part by innovative programs that provide support for more established educational entities.

Initiatives partnering educators and private industry at all levels are part of a quest to meet the challenge of improving Northern Kentucky's workforce – in size and skill – and boosting high school and college graduation rates.

Northern Kentucky's low unemployment numbers, 3.2 percent compared to 4.1 percent statewide, has spurred area leaders to create systems ensuring the educational system works with local employers to give students long-term career awareness and experiential learning opportunities.

That's because the area expects 7,309 job openings, annually, according to the Northern Kentucky Local Workforce Area Occupational Outlook report from the Kentucky Center for Education and Workforce Statistics.

Among the newest programs addressing workforce needs is the Ignite Institute at Roebling Innovation Center, a partnership with Boone County Schools, due to open for the 2019-2020 school year on a 22-acre Erlanger site that Toyota donated. The tuition-free grades 9-12 Institute will emphasize collaborative project-based learning in science, technology, engineering, arts and mathematics (STEAM) with real industry-case methodology.

Boone County Schools will own and operate Ignite Institute that will impart important soft skills with hands-on, problem-solving, teamwork and non-



traditional approaches to learning. Each of Ignite's seven different "colleges" will have six teachers responsible for core and college-specific curriculum who will stay with class cohorts from freshman year through graduation.

David Fleischer, Ignite executive director of strategic partnerships and a former Toyota executive, says admission will not be based on GPA but on a student's passion and desire to learn the unique skills required for modern employment and characterized response as "overwhelming." Officials predicted an enrollment of 300 students, but once pre-enrollment began in October, they raised that estimate to 600-plus.

"The response from the business community has been very, very positive," Fleischer said. "Educators are thrilled to see this model come together. It's really the first opportunity we have seen with a practical solution of bringing business and education together. Ignite will be transformational in the region, and potentially from a national standpoint."

"A substantial gift" to accelerate Ignite formation has come already from the private-sector Northern Kentucky Regional Alliance of business leaders and member companies St. Elizabeth Healthcare and Duke Energy.

"Many of our workforce needs can be met long term through this innovative approach to education," said St. Elizabeth Healthcare CEO Garren Colvin.

Another program expected to have a significant long-term impact on Northern

The planned Ignite Institute at Roebling Innovation Center is a partnership with Boone County Schools and will utilize collaborative project-based learning in science, technology, engineering, arts and mathematics.

Kentucky education and workforce development is NaviGo, a nonprofit organization that prepares students for life after high school by providing individualized college and career coaching and planning.

'Empowering students for life'

Former Kenton County Superintendent Tim Hanner founded NaviGo, which employs a team of educators and school counselors who train teachers and administrators to be coaches. NaviGo's process aims to "empower students for life," Hanner said, by helping them identify and address gaps in their plan for future success. NaviGo is a division of Children Inc.

One of the first schools to partner with NaviGo was Covington Latin School (CLS). "College and career readiness are essential" to what CLS wants to provide to its students, Headmaster Joseph Hunter said. NaviGo was a natural partnership, he said.

The NaviGo Scholars program helps Northern Kentucky and Cincinnati businesses connect with high school students who have an interest in their industry.

Another NaviGo initiative is in partnership with Bill Butler of Covington-based developer Corporex. Butler's

SULLIVAN UNIVERSITY

3101 Bardstown Road
Louisville, KY 40205
(502) 456-6505
sullivan.edu



Dr. Jay D. Marr,
President/CEO

Sullivan University is a regionally accredited institution that offers all levels of credentials from certificates and diplomas, to associate, baccalaureate, master's and doctoral degrees. The university's largest area of enrollment is in business-related programs, complemented by IT, healthcare, culinary, baking/pastry arts, hospitality, legal studies and more.

SULLIVAN IS DOING THE UNHEARD OF, PASSING OUR SAVINGS ON TO YOU WITH A TUITION REDUCTION!

CLASSES START EVERY
January, March, June & September.

Recent merger cost savings have
allowed us to reduce our tuition.

 **Sullivan
University** sullivan.edu/savings

The James C. and Rachel M. Votruba Student Union at Northern Kentucky University in Highland Heights is one of the many reasons why the school has for the last 10 years in a row earned a spot on *Forbes'* list of America's Top College. Along with being ranked as a top college by *Forbes*, NKU was recently named the third safest college campus by National Council for Home Safety and Security, ranked as a military-friendly institution by Victory Media and named one of the best LGBTQ-friendly colleges.



philanthropic efforts focus intensely on education, and he's particularly interested in underprivileged urban core schools in Boone, Kenton and Campbell counties.

Money from Corporex and others "allows free coaching and training for the teachers and staff in those seven schools," Hanner said. And it supports a NaviGo summer program to help graduating students bridge into further education.

"It's a national phenomenon in our country that students in urban core and rural disadvantaged schools are graduating high school and being

accepted into college, but in many cases only 25 to 30 percent make it to that day," Hanner said. "They melt away the summer after graduation for a variety of reasons.

"We have developed a program that starts during their senior year in our schools where we already have coaching. It's just a matter of adding to the relationships and staying with them through their summer bridge and into that first year. Data shows that if they can make it back to the second semester of their freshman year, their odds (of graduation) greatly improve."

Yet another workforce strengthening new strategic initiative is GROW NKY (Growing Regional Outcomes through Workforce). GROW NKY is a comprehensive, holistic workforce development/talent strategy to leverage the community's assets to grow, attract and retain a globally competitive workforce. Led by the NKY Chamber in conjunction with workforce partners, GROW NKY opened an office in Fort Mitchell in summer 2018.

"What if every employer in Northern Kentucky had an apprentice, co-op or intern?" said Brent Cooper, president/CEO of the Northern Kentucky Chamber. "We know statistically kids who gain that kind of experience during high school get better grades, are more likely to graduate and are more likely to be hired after high school. That is just one of the outcomes we hope to 'GROW' through this effort."

Abundant education opportunities

With Northern Kentucky University in Highland Heights, the region's high school graduates don't have to leave to acquire a first-rate college education regardless of their career path. NKU has an enrollment of 14,500-plus and for nine consecutive years has made *Forbes* magazine's list of America's Top Colleges.

In fall 2018, the university opened its \$105 million, groundbreaking Health Innovation Center.

"The Health Innovation Center transforms how we educate and train the next generation of health care professionals with an interdisciplinary approach to addressing our population

health challenges. I see it as the nexus of talent, innovation and community development," NKU President Ashish Vaidya said. "A project of this scope doesn't happen with one institution. It takes everyone making a commitment to improve education and health outcomes in the region. We are incredibly grateful for the commitment from our state legislature, St. Elizabeth Healthcare, local leaders and other community partners."

Meanwhile, to better meet students' needs at every stage of life, the school launched a suite of 11 accelerated online bachelor's degrees.

The region is one of the top logistics centers in the nation and was selected in 2017 for the first Amazon Prime Air hub. Thus, NKU's Global Supply Chain Management degree program could be key to the region's prolonged success. Degree recipients will develop a core skill set highly sought after by employers – resource allocation, negotiation skills, transportation planning, production management, and strategic planning.

NKU also has an innovative College of Informatics, to give students tools to make information meaningful and useful.

Gateway Community & Technical College also offers a wide range of opportunities in workforce education and readiness, featuring associate degrees, diplomas and certificates. Gateway's adult education program, Skills U, recently opened an additional Kenton County location to provide free GED preparation and a variety of other free services.

Louisville-based Sullivan University recently undertook a new approach to serving its Northern Kentucky footprint, announcing it would close its brick-and-mortar location in Fort Mitchell to focus solely on its virtual classroom offerings.

In Crestview Hills, Thomas More University – which recently gained university status – is a small liberal arts institution that U.S. News and World Report consistently ranks one of the best regional universities in the South. It also has been ranked No. 1 for return on investment in Kentucky four years in a row by PayScale.com. ●



KY FAME partners with industry to move students into careers with optimal preparation.

A formidable workforce

According to Northern Kentucky Tri-ED, the region has a labor shed of more than 1.1 million people, and the labor force participation rate and size (civilian population 16 years and over) is significantly higher than the rest of Kentucky and the U.S.; 68.7 percent compared with 59.2 percent and 63.3 percent, respectively.

Northern Kentucky has a talent pipeline with 174,000-plus new graduates every year within 100 miles of the region, and 33 percent of those aged 25-64 have a bachelor's degree or higher.

Kentucky is a right-to-work state, and local businesses work closely with all of the region's colleges and universities to create custom training programs for students and current workers to ensure their skills fit the unique needs of their companies.

Also, Boone, Campbell, Carroll, Gallatin, Grant, Kenton, Owen and Pendleton counties are part of the Northern Kentucky chapter of KY FAME. KY FAME (The Kentucky Federation for Advanced Manufacturing Education) is a company-sponsored partnership of regional employers who share that goal, offering specific on-the-job training.

Nationally praised health provider

New collaborations and facilities support better quality care and access

BY GREG PAETH

TRACING its roots to 1861, St. Elizabeth Healthcare built its first hospital after a \$2,000 fundraising effort by a widow named Henrietta Cleveland. The healthcare system has come a long way, and in 2018 opened an advanced \$105 million Health Innovation Center in conjunction with Northern Kentucky University.

State-of-the-art technology and learning facilities – featuring the St. Elizabeth Healthcare Simulation Center – make the HIC one of the largest and most comprehensive health professions buildings in the country. Yet it's just one element of St. Elizabeth's massive regional presence, including five emergency rooms in Northern Kentucky.

In 2018 St. Elizabeth treated some 315,000 patients at about 120 hospitals, clinics and offices in Kentucky, Ohio and Indiana. The healthcare conglomerate's officials give much credit for its success to good relationships.

"A key theme for this year – and other health care systems are feeling the same – is partnerships and collaboration are certainly a key theme to try to solve some of the big issues that we're all wrestling with," said Sarah Giolando, senior vice president and chief strategy officer for St. Elizabeth.

St. Elizabeth's impressive numbers, which make it predominant across



In 2018 St. Elizabeth treated approximately 315,000 patients at about 120 hospitals, clinics and offices in Kentucky, Ohio and Indiana. It is planning a \$140 million cancer center; pictured above, in Edgewood.

Northern Kentucky, contribute to the Cincinnati Metropolitan area's overall high marks for healthcare.

No. 1 in the nation

Northern Kentucky is part of the Cincinnati Metropolitan area, the 29th largest in the country with about 2.2 million people, and a highly competitive multibillion-dollar healthcare landscape.

Healthgrades, an online site that helps people find doctors and hospitals, said in its 2019 National Health Index that Greater Cincinnati ranked No. 1 in the country for cities of more than 1 million in an evaluation of access to care, the overall health of the population, hospital quality and the number of well regarded medical specialists who practice in the region.

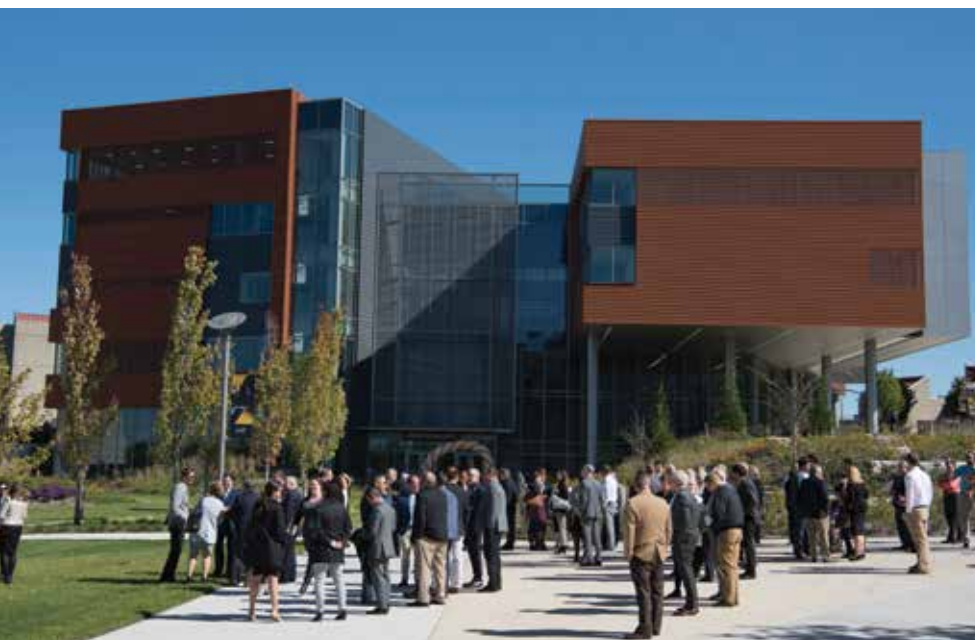
Quality care doesn't come on the cheap, and the health sector is a large part of what keeps the region's economy moving at full steam.

St. Elizabeth had "net patient revenues" of \$957.4 million, fifth most in the region, and a net profit of \$115 million, third in the region, for 2016,

Health care that serves everyone

- There are more than 15 health care systems and specialty care centers in Northern Kentucky
- **St. Elizabeth** is part of the Mayo Clinic Care Network and just earned a spot in the Markey Cancer Center Affiliate Network
- **Cincinnati Children's Hospital** was named No. 2 on *U.S. News and World Report's* 2018-2019 Best Children's Hospitals list
- **University of Cincinnati Medical Center** boasts one of the nation's premier teaching hospitals and receives high ranks in adult specialties.

St. Elizabeth Healthcare began a partnership with Northern Kentucky University to develop state-of-the-art technology and learning facilities at the \$105 million Health Innovation Center:



according to the 2018 Ohio Health Market Review, a publication from the Minneapolis-based Allan Baumgarten organization that scrutinizes health care data around the country.

The Tri-Health system, Cincinnati Children's Hospital and Christ Hospital, University of Cincinnati Health and Mercy Health also have substantial presences in Northern Kentucky.

A number of other institutions played major roles in St. Elizabeth's success in 2018, Giolando said.

One key partnership is with SUN Behavioral Health of Red Bank, N.J., which worked with St. Elizabeth, the minority partner, to open a \$40 million, 197-bed psychiatric hospital in Erlanger last February.

Collaborative care

Less than two weeks after opening the new hospital, St. Elizabeth announced it joined the Markey Cancer Center Affiliate Network at the University of Kentucky. Markey in nearby Lexington is the only National Cancer Institute-designated facility in the state and one of 70 in the country. It has more than 20 local affiliates, including Christ Hospital in Cincinnati.

Markey network patients have access to new drugs, treatment options and clinical trials offered only at NCI centers.

Improved cancer care

It was St. Elizabeth's second big collaboration with UK; one of three new regional campuses for the UK Medical School will come to NKU with St. Elizabeth backing and participation, the partners announced in 2017. Giolando said the important partnership to address the shortage of doctors in the



commonwealth took several major steps in 2018.

"It's becoming very real," she said. "The first students have been accepted. They'll start in August of 2019 (with their) first two years on the NKU campus and next two years on our Edgewood (hospital) campus."

The hospital in August 2018 again demonstrated its commitment to improve cancer care in a state that has the country's highest death rate from the disease when St. Elizabeth broke ground for a \$140 million cancer center in Edgewood.

"We're really excited not just to build the building, but to bring together a new way of cancer care that really, truly puts the patient in the center and brings multidisciplinary physicians around that patient to create one care plan, one path for the patient so it's clear how they're going to fight this terrible disease," Giolando said.

Heart disease also attracts plenty of attention at St. Elizabeth, where the hospital became the seventh health care system in the nation to receive accreditation from the American Heart Association for its heart and vascular program. Giolando said St. Elizabeth is the only AHA accredited hospital in Kentucky and in Greater Cincinnati.

On consecutive days in mid-October, some of St. Elizabeth's top officials were at NKU for a building dedication and a groundbreaking.

Two years after breaking ground, the 197-bed SUN Behavioral Health, part of St. Elizabeth Healthcare, celebrated its grand opening in February 2018. The hospital gives Northern Kentucky a new resource in its efforts to provide treatment services for those struggling with mental health issues and substance use disorders.

St. Elizabeth was recognized for an \$8 million donation to the university to fund the Healthcare Simulation Center in the \$105 million Health Innovation Center on the Highland Heights campus. The next day the hospital and five partners broke ground for a 70,000-s.f. building for St. Elizabeth Physicians on Nunn Drive, the primary road that leads to NKU. In addition to the university and the city, other partners are OrthoCincy, Campbell County and Fairmount Properties.

Outside of the region, St. Elizabeth has taken a major role in Balanced Health Kentucky, where CEO and President Garren Colvin is one of six hospital officials who are trying to address a state Medicaid budget shortfall of \$200 to \$300 million. Without that money, healthcare coverage for 500,000 Kentuckians will end, Balanced Health said.

In one more illustration about the importance of partnerships, the Northern Kentucky Health Department, the Northern Kentucky Chamber of Commerce and St. Elizabeth worked together to host a visit by U.S. Surgeon General Jerome Adams, who focused on the nation's opioid crisis and the importance of having quick access to naloxone to treat people who have overdosed. ●

ST. ELIZABETH HEALTHCARE

1 Medical Village Drive
Edgewood, KY 41017
(859) 301-2000
Stelizabeth.com

St. Elizabeth Healthcare operates five facilities throughout Northern Kentucky and more than 115 primary care and specialty office locations in Kentucky, Indiana and Ohio. St. Elizabeth is sponsored by the Diocese of Covington and is a member of the Mayo Clinic Care Network. St. Elizabeth is a mission-based organization committed to improving the health of the communities it serves, providing more than \$100 million in uncompensated care and benefit to the community in 2016. For more information, visit stelizabeth.com.



Garren Colvin,
President/CEO,
St. Elizabeth
Healthcare



Sarah Giolando,
Senior Vice
President and
Chief Strategy
Office,
St. Elizabeth



I'M RIGHT HERE.

These three words have the power to calm, comfort, and support, because they mean someone who truly cares is looking out for you. And at St. Elizabeth, we take this idea to heart because your care is very personal to us. That's why we're committed to being right here for you, with everything from genetic testing to highly targeted treatments.

stelizabeth.com/cancercare



Advantages that pay big

Location gives Northern Kentucky unparalleled edge in moving goods



BY GREG PAETH

WHEN it comes to logistics – moving things efficiently from one place to another – you can't teach location, which provides Northern Kentucky with a huge advantage over other parts of the United States.

Northern Kentucky has spectacular advantages like highways, airports, water, railroads, proximity to major population centers, and the availability of workers that give it the ability to deliver materials or finished products better than anyone in the U.S.

Northern Kentucky Tri-ED, the economic development agency for Boone, Campbell and Kenton counties, says that more than 100 logistics companies are located in a region that it has labeled "The Silicon Valley of Logistics." Tri-ED touts the some 80,000 people working in transportation/logistics occupations in the Cincinnati metropolitan area and that the region is within a one-day drive or a 90-minute flight of two-thirds of the U.S. population.

Kentucky's location is one of the reasons why the online retailing behemoth Amazon has about a dozen sites in the state, more than 15,000 employees, and intends to begin work in 2019 on a \$1.5 billion Prime Air cargo hub expected to create 2,700 jobs once it's up and running at capacity.

When it was announced in January 2017, the hub was the largest single project ever announced for the Cincinnati/Northern Kentucky International Airport (CVG) and one of the largest economic development projects in Kentucky history.

But Amazon is far from the only shipping giant to discover Northern Kentucky's appeal.

CVG also is home to the DHL Americas Hub, one of three worldwide hubs for the German company, which handles shipments for North and South America through the airport. During the fall, the Leipzig-based shipper reported it had spent about \$340 million on buildings and equipment at CVG since 2009.

Those investments paid off.



The 50-year-old, family-owned, Walton, Ky.-operated Verst Logistics earned Top 100 accolades by Inbound Logistics Magazine. President Paul Verst said the company hit revenues of about \$210 million in 2018, proving the region's logistics scene is hot and growing hotter.

VERST LOGISTICS

300 Shorland Drive
Walton, KY 41094
(859) 485-1212
verstlogistics.com

Verst is an Inbound Logistics Magazine Top 100, asset-based, third party logistics and packaging provider. For over 50 years we have provided resources that help extend the expertise and capability of our customers. We provide warehousing, ecommerce fulfillment services, transportation and packaging solutions for customers across the U.S.



Paul T. Verst,
President/CEO,
Verst Logistics

The company said international trade has generated a 24 percent increase in shipments per day over the last two years, when the company added 1,600 full- and part-time jobs, bringing its CVG workforce to 4,200.

"We anticipate that all the regulatory approvals for the Amazon building will be given next year. Hopefully there will be a shovel in the ground in 2019," said Candace McGraw, CEO of the airport. "There has been lots of design work, lots of meetings, lots of tweaking of the project."

McGraw said she's hoping for a spring groundbreaking.

Kentucky's location is one of the reasons why the online retailing behemoth Amazon has about a dozen sites in the state and intends to begin work in 2019 on a \$1.5 billion Prime Air cargo hub at Cincinnati/Northern Kentucky International Airport – one of the largest economic development projects in Kentucky history.

Verst

LOGISTICS

WAREHOUSING

FULFILLMENT

TRANSPORTATION

PACKAGING

Our business is . . . an extension of your business

Warehousing Capacity - Strategically Located

Flexible, national capacity. Located in the key Midwest transportation corridor adjacent to Cincinnati/Northern Kentucky Airport.

Fulfillment – Get Your Product to Market Fast

One to two-day ground delivery to over 85% of U.S. Competitive parcel and freight rates. Shopping cart integration with 100% order accuracy.

Transportation Services – On-Time Every Time

Dedicated, transportation management and brokerage. Time critical and window delivery. ELD compliant, GPS tracking, GEO fencing and experienced drivers.

Customized Packaging Solutions

Largest North American shrink sleeve labeler. High-impact graphics, value-added packaging and turn-key solutions for many of the world's leading consumer brands.

Technology That Works

Integrated TMS and advanced WMS. Automatic data capturing technology, KPI tracking and powerful analytics tools.

Excellent Service

Experienced staff committed to providing immediate and professional service, 24 hours a day, 7 days a week.

Experience to Solve Your Logistics Challenges

As an Inbound Logistics Top 100 3PL, Verst has been providing services for start-ups to Fortune 500 organizations since 1966.

Contact us today!

Verst

LOGISTICS

Warehousing | Fulfillment | Transportation | Packaging
800-978-9307 | verstlogistics.com



Northern Kentucky benefits from literally every logistics method possible – trains, planes, boats and trucks, all helping create a booming economy.

Amazon is operating currently at the airport in DHL facilities during the day, with DHL unloading and loading its planes at night. DHL in 2018 leased 68,000 s.f. of office space in the CVG Centre for operational support teams and training “certified international specialists.”

Growth by Amazon and DHL, McGraw said, were major factors in the airport’s 27 percent increase in cargo tonnage in 2017, the largest percentage increase in the country. At the end of 2017 the airport ranked as eighth-largest cargo airport in North America and number 34 in the world. The airport handled 1.2 million tons of cargo in 2018, an increase of 19.6 percent over 2017 and a new tonnage record.

Karen Finan, interim president/CEO of Tri-ED, made it clear that a long list of other companies are playing major roles in logistics in the region. There’s also been a quick turnaround on real estate that is needed by logistics companies, she said.

Coca-Cola Bottling Co. decided to locate a sales, distribution and warehouse facility in Erlanger because of the region’s central location and logistics expertise, Finan said. Coke plans to invest \$30 million in a 300,000-s.f. building on a 32-acre site where more than 430 full-time jobs will be created.

Verst Logistics is one of dozens of logistical firms with a substantial presence in Northern Kentucky. Verst began more than 50 years ago as a trucking company in Walton and hit revenues of about \$210 million in 2018



from four divisions: trucking, order fulfillment, packaging and warehousing.

“The biggest thing for us in 2018 was starting a dot.com fulfillment center, and we’re building a business strategy around that,” said Paul Verst, whose father Bill founded the business in 1966. E-commerce sales have grown more than 400 percent recently, Verst said, and his company is now handling orders for eight companies from elsewhere in the U.S. and other countries.

Verst’s e-commerce facility, the Amazon and DHL operations at the airport, a Kroger distribution center and a \$150 million expansion of a FedEx facility were cited by state officials when talking about traffic growth in Boone County. To cope with increased traffic by truckers and drivers going to and from work, the county, state and federal government announced in August they would spend

Experts in getting goods and products where they need to go

- Northern Kentucky is within a day’s drive of two-thirds of the population.
- The Port of Cincinnati and Northern Kentucky is the busiest inland river port in the U.S. – Northern Kentucky also has two Class 1 railroads – CSX and Norfolk Southern.
- There are more than 100 logistics companies are located in Northern Kentucky, including Amazon Prime Air, DHL, UPS, and FedEx.
- CVG Airport, a top 10 freight airport in the nation, is home to the DHL North America and Amazon Prime Air cargo hubs.
- CVG is the eighth-largest cargo airport in North America, based on FAA statistics.

nearly \$151 million on improvements to I-71/75 and the Richwood Road and Mt. Zion Road interchanges. The state projects the FedEx expansion alone will add 4,600 truck trips per day to existing traffic on Mt. Zion Road.

Cincinnati-based Kroger, which has annual revenues of \$122 billion, opened a nearly 700,000-s.f. distribution center on Mt. Zion Road in October 2017. Kroger describes the facility as a “replenishment center” for other distribution centers in the eastern U.S. In July 2018 the company



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.



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

announced that it would invest another \$18 million in the facility to support its e-commerce and digital services.

Late in September, BM2 Freight Services, a 10-year-old transportation company that had been located in Cold Spring in Campbell County, said it had outgrown its office space and would move its 35 employees to the high rise RiverCenter on the riverfront in Covington and eventually add employees.

Another vital element of the Northern Kentucky logistics economy 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 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, which includes coal and petroleum products as well as grain and construction materials. The region boasts companies like C&B Marine to aid in marine services like towing, crane services, flat rental and fleetings. And clients can track products easily, thanks to the 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.

Amazon.com

Hebron

Amazon Prime Air

Hebron

Aries Global Logistics

Crestview Hills

B & B Transportation Inc.

Burlington

Bluegrass Diesel Specialists, Inc.

Burlington

BM2 Freight Services

Walton

Carlisle & Bray

Covington

CEVA Logistics

Hebron

Complete Forklift Repair

Corinth

DACHSER Transport of America, Inc.

Burlington

DHL Express (USA) Inc.

Erlanger

DHL Global Forwarding

Hebron

FedEx Ground

Independence

Fisher Scientific

Florence

FITS Enterprises

FITS Trailer Leasing, LLC

Walton

Inland Marine Service

Hebron

Kuehne + Nagel, Inc.

Erlanger

LeanCor LLC

Florence

Legion Logistics LLC

Florence

McLane Foodservice Distribution

Hebron

Merchants Cold Storage LLC

Walton

Nippon Express USA Inc.

Hebron,

NNR Global Logistics USA, Inc.

Erlanger

Panalpina Inc.

Erlanger

PEI – Dynamic Supply Chain Solutions, LLC

Florence

Penske Truck Rental

Erlanger

Pilot Freight Services

Erlanger

R.L. Swearer Co., Inc.

Erlanger

Safe Ship Northern Kentucky

Fort Thomas

Sandvik Americas Distribution Center

Hebron

SEKO Logistics Cincinnati

Florence

Southern Air

Florence

Stett Transportation, Inc.

Fort Mitchell

Team Worldwide CVG

Erlanger

Total Quality Logistics

Erlanger

Two Men and a Truck

Northern Kentucky

Erlanger

UPS Freight

Cincinnati

UPS Supply Chain Solutions

Hebron

Verst Logistics

Walton

Vista Packaging & Logistics

Hebron

VR Transportation, Inc.

Hebron ●

This is not a comprehensive list. Information provided by Northern Kentucky Chamber of Commerce



The Central Ohio River Information System (CORIS) is an innovative partnership that allows customers to track products easily on the river.

Best links to the U.S. market

More and cheaper flights, short commutes, and easy access to most of America

BY GREG PAETH

CINCINNATI/Northern Kentucky International Airport (CVG) CEO Candace McGraw said 2018 went “exceedingly well” for the booming transport facility, for freight clients and for passengers who have direct international flights to Paris, Toronto, Cancun and Cozumel, Mexico, and Montego Bay and Freeport, Jamaica.

“All the numbers that are supposed to be up are up, and all the numbers that are supposed to be down – like airfares – are down,” McGraw said.

There’s plenty to cheer about at one of the most critically important economic drivers in Northern Kentucky and Greater Cincinnati. Even before recent major announcements, CVG’s direct and indirect impact was at least \$4.4 billion, according to researchers at Northern Kentucky University and the University of Cincinnati who released the most recent economic impact study on the airport in early 2017 based on 2015 data.

“So 2017 for us was a record year in passenger growth and cargo growth,” McGraw said. “We were the fastest growing airport in North America for both passengers and cargo in 2017, and that momentum carried through into 2018; our numbers are record-breaking numbers. I don’t know if we will be at the top (in North America again) for passenger and cargo growth, but year to date we’re still up about 15 percent over last year for passenger growth and our cargo growth is up about 24 and a half percent.”

CINCINNATI/ NORTHERN KENTUCKY INTERNATIONAL AIRPORT

3087 Terminal Dr.
Hebron, KY 41048
cvgairport.com

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 fastest-growing airports in the U.S. in both passenger and cargo traffic, and is one of three global super-hubs for DHL and future home to Amazon Air Hub.



Candace McGraw, CEO, Cincinnati Northern Kentucky International Airport



Passenger and cargo growth numbers are about four times the national averages in both categories.

In 2018, CVG served 8.9 million passengers, welcoming 1.1 million more passengers over 2017, and representing a 13 percent year-over-year increase. CVG handled 1.2 million tons of cargo, an increase of 19.6 percent over 2017 and a new annual tonnage record. It also added 13 new flight options in 2018.

Lower airfares are driving passenger traffic, and the DHL package freight hub and the explosive growth of Amazon at the airport plumped up cargo figures.

The most recent quarterly report from the U.S. Department of Transportation also contained good news for passengers at an airport that formerly had some of the highest airfares in the country. The report for the second quarter of 2018 pinpointed average fares at \$314, a decrease of 43 percent – \$240 per ticket – from four years ago, McGraw said.

That average fare is lower than those in Louisville, Lexington, Indianapolis, Columbus and Dayton, according to CVG and the transportation department.

And those lower fares did not go unnoticed in Greater Cincinnati. During the three-month period through July 2018, CVG set a record with 1.2 million passenger trips originating at the airport – topping the prior record of 1 million for the same period in 2000.

In 2018, CVG served 8.9 million passengers.

Passenger and packages mean jobs

Growth has translated into more jobs at the airport for people who either work there or for companies located near CVG. The airport itself has about 470 employees, a number that is stable, but the number of “badged” employees working inside the secured perimeter is about 14,300, an increase of 800 compared to the previous year, CVG spokeswoman Mindy Kershner said.

“We have completed development deals over the last two years that we anticipate to bring 1,700 new jobs; this is in addition to all of the development that has already been approved by our board,” McGraw said.

McGraw put a positive spin on CVG’s brief 2018 relationship with WOW, the Iceland-based low-cost carrier that ended service to Cincinnati, Cleveland and St. Louis late in the year.

“It was wildly successful here. All of those flights had about a 90 percent load factor, and I think they (WOW) grew bigger and faster than they anticipated and they’re retrenching a bit and looking at their business model,” McGraw said. “I think it shows that we have room and capacity for additional international service from CVG.”



Access to downtown Cincinnati is easy with the Southbank Shuttle, which also helps alleviate car traffic on the region's bridges.

Road upgrades

While traffic is up, up, up at the airport, officials continue to work on getting the right solution for improving the I-71/75 Ohio River crossing at the Brent Spence Bridge. The busy north-south bridge handles its designed capacity and then some, but initial estimates to expand this key linkage between the Cincinnati and Covington downtowns clock in at around \$2.6 billion.

The overriding question remains how to pay for the project, Kentucky Gov. Matt Bevin said in an October 2018 visit. Until then, eight other bridges continue to provide crossings for vehicles, pedestrians and rail.

One important recent road project is the 1.4-mile rebuild of KY 9 through Newport between the Taylor Southgate Bridge and 12th Street – the new road ties smoothly into an existing four-lane road providing quick access to I-275 and a portion of KY 9 known as the AA (Alexandria-Ashland) Highway.

First proposed decades ago, the \$51 million project opened to traffic in mid-October. Besides providing easier access to downtown Cincinnati over the Taylor-Southgate Bridge, the new configuration puts motorists minutes away from downtown Newport, its burgeoning riverfront and the Fourth Street bridge that leads to downtown Covington.

"It will be exciting to see how this new corridor will open new opportunities for the city and for the Northern Kentucky region," said Nancy Wood,

a spokeswoman for District 6 of the Kentucky Transportation Cabinet.

More ways to get around

Transit Authority of Northern Kentucky (TANK) had about 3.4 million bus rider trips for 2017, and revenues of \$22.8 million, according to spokeswoman Gina Douthat. TANK serves 35 cities in Boone, Campbell and Kenton counties, with 11,000 people riding its buses daily, including the popular Southbank Shuttle.

In late 2018, the bus system announced a new partnership with Adspore to advertise on its high-visibility vehicles and shelters. TANK will keep 52 percent of the revenue, with Adspore guaranteeing at least \$2.2 million over the seven-year contract.

The TANK system will soon add hybrid-electric buses via a \$41 million federal grant announced in October 2018 for the Greater Cincinnati region.

Bus system officials are examining how people want to use a combination of transit and "shared ride" services to help workers who need transportation to and from their jobs, Douthat said.

Transportation assets

- Northern Kentucky is the **No. 1 region** for the U.S. population servable within a one-day drive, according to Tri-ED officials – 50% of the population in 1 day, and 90% within 2 days.
- **64% of the U.S. population** can be reached within an 8- to 10-hour drive.
- Located on the **north-south I-75 corridor** connecting Michigan to Florida.
- CVG has **180 peak-day flights** to **61 non-stop destinations**.
- Nonstop service to **39 of the top 40** U.S. markets.
- Average commute times in Greater Cincinnati are only **22 minutes**.

For the more adventurous, there were other ways to cruise the region. A Cincinnati-based Red Bike rental operation launched in the fall of 2014. It has 12 Northern Kentucky stations in Covington, Newport and Bellevue. At least two electric scooter companies – Bird and Lime – are competing for shares of the market in which riders navigate the region on devices that go about 15 miles per hour.

And should you happen to be looking for an opportunity to exercise while enjoying a beer, try the Pedal Wagon, which looks like a bar on wheels. Parties of as many as 15 people can provide pedal power for two-hour bar/restaurant hopping routes around downtown streets. It recently expanded into Covington.

AAA Florence Taxi Service

Florence

At Your Service Taxi

Newport

Cincinnati/Northern Kentucky International Airport (CVG)

Hebron

Red Bike

Cincinnati & Northern Kentucky

TANK (Transit Authority of Northern Kentucky)

Fort Wright ●



More for your money

Commercial and residential markets are vibrant, allowing people to do more

BY ABBY LAUB

NORTHERN Kentucky and Greater Cincinnati's real estate landscape is most notable for its affordability compared to the rest of the urban U.S. market. In fact, housing prices in the region are 25 percent lower than the national average. But beyond the prices, it's the region's character that truly shines. People want to buy homes there and move their businesses there.

"To me it's simple; the people are so welcoming here," said Tom Banta, managing director, of Corporex Companies LLC and Corporex Realty & Investment LLC. "They have a sense of community, and they have an openness and friendliness. It's a warm and welcoming place to live."

It's also a place people can afford, with the median home price at only \$145,400. Median rent for a two-bedroom apartment is \$821. The only major cities lower than this are Cleveland and Pittsburgh.

Banta and Corporex Chairman/CEO Bill Butler – a major influencer in the region's business and philanthropic community – understand people want to move their homes and businesses to Northern Kentucky because of the lower prices and friendly attitudes, which is why the 53-year-old company responsible



Tom Banta, Managing Director, Corporex Companies LLC and Corporex Realty & Investment LLC



In an October 2018 Lane Report article, Corporex Companies LLC Chairman and CEO William "Bill" Butler, said the planned multiuse Ovation project is the result of patience. With many changes, some related to infrastructure and public demand, the project is on track to begin in Spring 2019.

"I view the Ovation development as one of the most important and defining undertakings that will affect the Northern Kentucky community and its economy for the next 100 years or more," Butler said. "It must be designed just right to present a skyline in which the whole community, including Cincinnati, can take pride for generations."



for RiverCenter and Ascent in Covington, among other things, is moving forward with a major new mixed-use project, Ovation, which will sit at the confluence of the Ohio and Licking rivers.

The project was originally planned more than 10 years ago and met many roadblocks, including a major recession. Simply put, Banta said, the project is bigger than anything else Corporex has ever done in the region, and it will have an even bigger impact on the real estate scene for years to come.

"To do things that are cutting edge, pioneering, whatever term you want to use, the risks are greater for those kinds of projects, and frankly if you didn't have a guy like Bill Butler who had a personal commitment to the community and to that, and if you're simply looking at the project from a purely economic standpoint, you probably wouldn't take the additional risk," Banta said. "But because his heart's in the community and he knows the project and it's so important

to Newport and Northern Kentucky, he's willing to do those things that other people wouldn't necessarily do."

Like Ascent and RiverCenter, both visual landmarks, the previously existing real estate landscape was not necessarily inviting to such big projects. Some had doubted that the proposed Ascent could obtain high-dollar residents for the prestigious living experience on the south side of the Ohio River. But it was a smashing hit.

"We learned a lesson that people would pay for signature architecture. So sometimes the rewards justify it, but

CORPOREX FAMILY COMPANIES

100 E. RiverCenter Boulevard
Suite 1100
Covington, KY 41011

Corporex is a real estate focused investment company. Our core mission is to create value through our real estate investments. We have a 53-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.



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

It's also a place people can afford, with the median home price at only \$145,400. Median rent for a two-bedroom apartment is \$821. The only major cities lower than this are Cleveland and Pittsburgh.

Notable in part for its affordability, Northern Kentucky's real estate scene offers an unparalleled variety of housing stock to suit the needs of everyone – whether it's downtown urban living or remote country solitude.

other times you just have to write it off as the risk is justified as a community commitment,” Banta said.

With Ovation, he added, “we’ve found that the community – smaller communities like Northern Kentucky – they rally around it and gain inspiration sometimes around the structures. Structures have the ability to do that, some of those examples being the projects we did in Covington.”

These types of structures, and Ovation to come, have allowed Northern Kentucky to shed its image as “little brother” to Cincinnati and the rest of the world, he said.

Compelling architecture and real estate development also have the ability to attract talented workers and entrepreneurs to the region. Northern Kentucky offers urban living but also benefits from having rural and scenic areas just several minutes away from the urban core. Northern Kentucky realtors can sell a big city environment, eclectic urban core shops, comfortable suburban neighborhoods and scenic rural vistas practically in one breath.

The “naturally gifted” region and these efforts from the public private



sector are paying off in the real estate world. In July 2018, the Northern Kentucky Association of Realtors (NKAR) and the Northern Kentucky Multiple Listing Service (NKMLS) reported June 2018 broke the record books by recording the highest average price (\$201,874) and the highest median price (\$175,000), tracked by NKMLS since 2000. These average and median price increases during the first six months of 2018 are evidence that lower than normal inventory, fast-moving buyers and multiple offers are boosting home sale prices. “Starter home” range (\$100,001-\$200,000 in price) had the most activity, the report showed.

And in August, NKAR and NKMLS reported that NKY homes sold at a brisk pace in July, up by nearly 6 percent over July 2017. Average days on market dropped to the lowest number (34) since tracking began in 2005.

Northern Kentucky need not fear prices outpacing the middle class, Banta said.

“We tend to be a little more self-controlling here,” he said. “We have an advantage here in Northern Kentucky and Cincinnati; we never have the big booms followed by the big busts. It tends to be a much more stable, slow, steady growth kind of community with a diverse economy.”

He noted, too, that people are focused on building on the “charm that exists here” with its historic row housing and unique communities.

“I will say when you look at something like Ovation, having people like Bill who are willing to be patient and do quality as opposed to just taking the quick route has paid off,” Banta said. Corporex “could

have slapped a four-story apartment building right on the river and it would have been successful. But was it the best thing to do for the community? No.”

This community-focused risk taking mentality has paid off for Corporex and others. A major example came in 2017 when CTI Clinical Trial and Consulting Services opened its \$36.4 million headquarters in RiverCenter. CTI moved from across the river from nearby Blue Ash, Ohio. Also, Bexion Pharmaceuticals (developer of cancer treatments) is just up the street in Covington.

For residents trying to invest in real estate or improve existing structures in the urban core, the Catalytic Development Funding Corp. of Northern Kentucky 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.

Significantly, 23 prime acres of real estate in downtown Covington look to be coming up for grabs in the near future. The sprawling Internal Revenue Service building property – a stone's throw from RiverCenter and the convention center – announced in 2016 that it will close.

More developments are coming online, nearly completed, or in the works, including new apartments in Covington's popular MainStrasse Village, Madison Flats and Duveneck Square in Covington, Gateway at Manhattan Harbour in Dayton and more. ●



Joe Bayer photo

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.

E-commerce fuels a 'robust' sector

Northern Kentucky's prowess as a logistics center is driving new construction



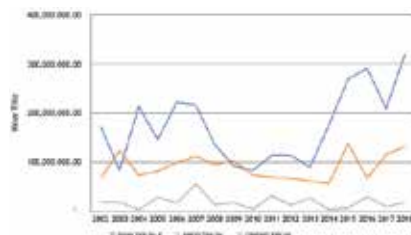
The Paul Hemmer Company once again proved its prowess as a logistics construction provider with the completion of the all-new Logistics ONE building in Florence. Hemmer contracted with VanTrust Real Estate on the 540,000-s.f. building that will meet the increased demand of clients interested in leasing space near the Cincinnati/Northern Kentucky International Airport. Hemmer has previously worked with VanTrust on similar buildings in the Columbus and Louisville markets, and recently completed a facility on Mt. Zion Road in Boone County.

BY ABBY LAUB

WITH big projects such as the Amazon Prime hub and others surrounding Cincinnati/Northern Kentucky International Airport (CVG), increased need for new multiuse options on the riverfront and an uptick in roadwork, construction companies in Northern Kentucky are busy and looking for ways to constantly innovate and improve.

"E-commerce has really continued to drive our business," said Paul Hemmer, president of Fort Mitchell-based design-build construction company Hemmer. "It's also driving it through our developer partners, whom we've been able to grow our business around. With increased activity, every company is always challenged with people and systems, and because of our success we've been able to attract great people. We always continue to try to improve our systems to make the whole experience more predictable and successful for everyone."

Total Commercial Investment



Courtesy Building Industry Association of Northern Kentucky

Another category keeping construction companies busy is suburban medical offices, since more physicians are developing specialty groups.

Hemmer said logistics-based projects are what will likely drive future growth for construction firms, especially with traditional retail going through "tremendous changes."

"Amazon chose CVG for its Prime Air hub, and they've tied up 800-plus acres, so I believe that's going to make this region even more attractive," Hemmer said, adding that new land needs to be made available

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.

for new projects to continue coming online. "The construction can't keep up, and land positions are difficult. The land that's available is the land that was passed over years ago ... and then add to it the 'entitlement' process has gotten to be much more restrictive and time consuming."

On the plus side, the entitlement issues like storm water and sanitation systems, though more difficult, are providing more quality control, improved capacity and sophistication, Hemmer said.

And growth is still a great thing. Continually adding workforce and speeding up land development will be key to keeping the dollars flowing, he said.

"The building business is robust so everyone in this industry, I would expect,

Thanks in part to tourist attractions like the Ark Encounter; Grant County is experiencing great growth through increased visitors. Officials broke ground in 2017 on a 79-suite Comfort Suites hotel that opened late 2018. It's part of a planned \$30 million project in Dry Ridge that will include more hotels and restaurants.



JUDGE US BY THE COMPANIES WE KEEP

The best way to judge future performance is through accomplishments. Since 1921, Hemmer has been **Building Value by Design** and we are proud of the fact that companies keep coming back to **Paul Hemmer Company**. We've built our reputation by delivering our customer's projects as promised... within budget, on time, safely and professionally. We want to be **Your Building Partner**.



859.341.8300 | paulhemmer.com



Construction | Real Estate | Building Management

Right: The \$22 million Kenton County Administration Building, which will occupy a former Bavarian Brewery site in Covington, is set to open in January 2019.

Below: Reconstruction is underway of an iconic Covington structure, the Bradford Building. The Catalytic Development Funding Corp. of Northern Kentucky and Orleans Development Company broke ground at the three-story historic building that will be transformed into five condominium units and five street-level commercial spaces.



is doing very well,” he said. “We have a really strong position, both in terms of capacity and a backlog.”

Hemmer’s firm and others in the region, he said, benefit from great people. And with Hemmer, which has been in the business for nearly 100 years, it’s also about pride and passion.

“Every time we’ve had a down cycle we’ve re-engineered our business, and each time we come out a better, stronger and leaner company,” he said. “What differentiates Hemmer is our knowledge, skill set, people and value, we can create.”



Turner Construction rendering

National accolades

The Northern Kentucky region is flush with industry knowledge. National recognition came recently to Brian Miller, executive vice president of the Building Industry Association (BIA) of Northern Kentucky.

Miller received the Gary Komarow Executive Officer of the Year Award from the Executive Officers Council of the National Association of Home Builders (NAHB) at its Association Management Conference in Los Angeles. And in September 2018 he was announced as secretary of the NAHB Executive Officers Council.

Founded by 16 residential contractors in Covington in 1955, BIA of Northern Kentucky has grown to become the nation’s 10th largest chapter of the NAHB. The organization’s jurisdiction covers 12 counties including Boone, Bracken, Campbell, Carroll, Fleming, Gallatin, Grant, Kenton, Mason, Owen, Pendleton and Robertson with a combined company membership of nearly 900 builders.

All those operations need employees, which is why firms like EGC Construction collaborate with education and workforce development officials to

keep adding skilled tradespeople in fields such as masonry, carpentry and concrete to the labor force.

“Our general contracting and design build experience is based on a foundation of collaboration and trust with our specialists and consultants that consistently optimizes project results with a fully integrated team,” said EGC Vice President Greg Fox. “We leverage in-house skilled craft and specialty contractors.”

New projects are on the horizon for Northern Kentucky. Recently completed was the state-of-the-art \$105 million Northern Kentucky University Health Innovation Center. The Health Innovation Center is the first new academic construction on NKU’s campus since Griffin Hall, modernistic home to the College of Informatics, opened in October 2011.

Meanwhile, officials broke ground in 2017 on the Kenton County Administration Building, which will occupy a former Bavarian Brewery site in Covington. The \$22 million building is scheduled to open in January 2019. Also in Covington is a new \$40 million apartment complex in MainStrasse Village called RiverHaus. In February 2018 in Erlanger, two years to the day after ground was broken, the 149,000-s.f. SUN Behavioral Health hospital opened its doors.

At CVG, Amazon’s \$1.5 billion international Prime Air hub continues to spur new construction all around. For example, in June 2018 Coca-Cola Bottling Co. Consolidated announced it will create more than 430 full-time jobs as part of a \$30 million investment to build a sales and distribution facility in Erlanger.

The massive 35-acre Ovation project

Developers in Covington are addressing a parking shortage in the popular dining, shopping and housing district of MainStrasse Village. A 100-car parking garage is open to the public as part of the RiverHaus Apartments development project. Once completed, the RiverHaus development will host 190 luxury apartments, retail space, and another 200 parking spots for residents in addition to the 100 now open to the public.

EGC CONSTRUCTION

30 W. Fourth Street
Newport, KY 41071
(859) 441-7947
egcconst.com



Greg Fox
Vice President,
EGC
Construction

EGC is a local privately owned design-builder with over 40 years experience in general contracting (GC) and design build (DB) project Delivery methodologies across several industries including institutional, educational, pharma, religious, industrial, water & wastewater, retail, medical and professional office projects. EGC employees over 120 skilled workers supporting our clients' projects in carpentry, steel fabrication, steel installation, millwright, electrical, piping and mechanical crafts.

Our GC and DB experience is based on a foundation of collaboration and trust with our specialty contractors and consultants that consistently optimizes project results via a fully integrated team leveraging a "power-with", not "power-over" strategy. EGC's integrated team approach creates aligned understanding of all team members to create reliable and predictable results in cost, schedule, quality, safety, project culture and team capability.

looms large on the horizon as top regional developer Corporex moves forward with its waterfront plan in Newport. Ovation is a mixed-use development, reflecting up to 5 million s.f. of income-



producing structures, including residential, retail, office, lodging, theater, conference center, marina and structured parking. Additionally, the development program includes parks, public plazas, recreational amenities, trails and riverfront improvements that will complement the structures and create a sense of community. Already, public road improvements surrounding the project are paving the way for a smoother Ovation installation.

In the meantime, home builders are working hard to keep up with a hot residential estate market. The Northern Kentucky Association of Realtors (NKAR) and the Northern Kentucky Multiple Listing Service (NKMLS) reported in

In December 2018 Transitions Inc. celebrated the grand opened of its 180-bed Residential Treatment Center in Erlanger. The mission of Transitions is to help individuals transition from the pain of addiction to the gratitude of recovery, and construction was completed by Newport based EGC Construction. On hand for the celebration were officers from St. Elizabeth Healthcare, NKY Chamber, elected officials, and more.

August 2018 that homes in the region are selling faster than ever before.

In terms of commercial investment, Miller cited BIANKY statistics that show Boone County is leading the way in total investment with more than \$300 million in 2018, up from just over \$200 million in 2017. By comparison Kenton County had close to \$125 million in 2018. ●

Cost, Schedule, Quality, Safety. DELIVERED.

EGC Employs over 120 skilled workers

EGC's General Contractor and Design Build experience is based upon collaboration and trust from our clients. EGC strives to consistently optimize project results by fully immersing ourselves with our client's objectives. We build success.

EGC

CONSTRUCTION

859.441.7947 | EGCconst.com

*Call the pros at EGC
to manage your next
project.*

- Institutional
- Educational
- Pharma
- Religious
- Industrial
- Water & Wastewater
- Retail
- Medical
- Professional Offices
- Electrical Power & Controls
- Instrumentation
- Millwright
- Industrial Piping
- Machine Equipment Installation
- Steel Fabrication and Erection
- Civil



Formidable figures

Flush with banks, hundreds of billions of dollars flow in and out of Northern Kentucky



Northern Kentucky's financial services scene is part of the largest banking market serving the commonwealth and one of the largest in the nation. National players such as Cincinnati-based Fifth Third Bank combine to put deposits at more than \$112 billion. At the end of June 2018, the most recent report available, the FDIC reported there were 64 banks in the metropolitan area, and that Cincinnati/Northern Kentucky's deposits are more than four times larger than Louisville, where there was about \$27 billion in 40 banks in the metro area. Northern Kentucky is directly across the river from Cincinnati, pictured above.

March 2018 and now has three Northern Kentucky offices, one in the Cincinnati suburb of Norwood and a total of 45 locations in five states.

"The Norwood office has been better than expected and we now have a full team over there," said Tom Saelinger, market president for Northern Kentucky and Cincinnati for Republic, which entered the market in 2006 with a branch in Fort Wright. "For the third quarter we were up about 20 percent in both loans and deposits, so it's been a really good year."

Republic is contemplating additional offices in suburban Cincinnati and in northern Campbell County or Newport, Saelinger said.

Deeply invested in the region

The largest bank based in Northern Kentucky – Heritage, with headquarters in Erlanger – ranks No. 12 in the region by market share and had deposits of about \$670 million, according to the FDIC.

Its memorable slogan – "We have our roots where others have their branches" – drives home the point that Heritage is homegrown and deeply invested in the region, a poster child example of a "community bank." In mid-2018 the bank posted a "Declaration of Independence" news release stating: "We ... do hereby declare our deep and ongoing commitment to remaining an independently owned and operated community bank."

Republic, Heritage and Central Bank & Trust, headquartered in Lexington, all stress they are community banks with strong ties to the cities and counties where they are located and usually staffed with people who have intimate knowledge of the markets as well as the people who keep the wheels turning.

BY GREG PAETH

MAJOR players from near and far are all jostling for a share of the active Northern Kentucky financial services scene, which is part of the largest banking market serving the commonwealth. National players such as Cincinnati-based Fifth Third Bank, other majors headquartered outside the region and a long list of institutions that proudly emphasize their "community bank" status and savvy all are busy.

Data from the Federal Deposit Insurance Corporation makes it clear the Cincinnati/Northern Kentucky metropolitan area of about 2.2 million people is clearly the largest financial services market in the state of Kentucky.

At the end of June 2018, the most recent report available, the FDIC reported there were 64 banks in the metropolitan area with combined deposits of nearly \$112.3 billion inside the region. Based on deposits, Cincinnati/Northern Kentucky is more than four times larger than Louisville, where there was about \$27 billion in 40 banks in the metro area, the FDIC said.

U.S. Bank, whose parent company is in Minneapolis, ranks first with deposits

of nearly \$54 billion in 110 metro area offices and a hefty 48 percent share of the banking business in the region, the FDIC reports.

There are huge national banks in Northern Kentucky – U.S. Bank is fifth largest in the U.S., PNC sixth, BB&T 11th and Fifth Third is No. 16. But that hasn't deterred other banks from competing for a slice of the market, and healthy competition is afoot.

One such financial institution is Civista Bank. The Ohio-based bank recently opened a loan office in Ft. Mitchell. The \$2.1 billion organization was originally founded in 1884 and not only serves the personal and business banking, mortgage, and wealth management needs of the communities it serves but also economic, educational, cultural, and health and human service initiatives within those communities. Civista Bank is the banking subsidiary of Civista Bancshares Inc., and has branches located throughout Northern, Central and Southwestern Ohio and Southeastern Indiana.

Louisville-based Republic Bank & Trust, far from a mom-and-pop shop with more than \$3.4 billion in deposits, opened an office in Crestview Hills in

CIVISTA BANK

300 Buttermilk Pike
Suite 103
Ft. Mitchell, KY 41017
(800) 604-9368
civista.bank

Civista Bank offers a uniquely local commitment to relationship banking combined with over 130 years of experience and strength. From real-estate investment financing and optimizing cash flow, to preserving personal liquidity and building cash reserves, the Civista team of business banking, personal banking, mortgage and wealth management professionals offers personalized strategies tailored to each client.

With over \$2.1 billion in assets and 38 offices across Ohio, Southeastern Indiana and Northern Kentucky, Civista is distinctively sized to serve a broad range of small business to commercial clients, their employees and families. Member FDIC. An Equal Housing Lender.



Mike
McLaughlin,
Market
Executive,
Civista Bank

Central Bank, with assets of more than \$2.5 billion, also seems convinced there's room for community banks to grow in the region.

According to Jim Uebel, market president for Northern Kentucky for Central Bank, the Northern Kentucky market opened up for community banks after then-dominant Bank of Kentucky, based in Crestview Hills, was acquired in 2015

by Branch Bank & Trust (BB&T), which is headquarters in Winston-Salem, N.C.

"That market disruption left a huge void in the region and the last few years have been tremendous for us," Uebel said.

Central Bank in 2014 had a small share of the market and about \$52 million in deposits. Now Central's market share has doubled to near 1 percent, and deposits have tripled to \$153 million, the FDIC reported.

While acknowledging that more people are banking online, Uebel said Central is building a fourth branch in the region in Union, a booming city in Boone County, which is one of the fastest growing counties in the state.

Increasing its physical presence gives his staff the chance to meet people face-to-face and provide personal service that isn't available from the banking behemoths, according to Uebel.

Lexington's Forcht Bank also is making substantial investments in Northern Kentucky and Cincinnati.

At the end of October, Forcht acquired Watch Hill Bank, which has two Cincinnati locations. Forcht has an office in downtown Covington as well as a second Northern Kentucky location in Burlington. Forcht now has 24 offices and assets of about \$1.2 billion.

Meanwhile, Cove Federal Credit Union, founded in 1978 by St. Elizabeth Hospital employees, has seen tremendous growth, with assets rising from \$10 million to more than \$55 million.

The financial services sector in Northern Kentucky is flush with banks, credit unions, advisors and investment specialists to ensure the earning, flow and investment of dollars is done wisely.

Allied Financial Solutions

Florence

Alphamark Advisors

Ft. Wright

Altus Wealth Management, LLC

Fort Mitchell

Apprisen

Florence

Aviara Accelerators

Covington

Bannockburn Global Forex, LLC

Cincinnati

Bartlett Wealth Management

Cincinnati

BB&T

Crestview Hills

Bottom Line Services

Fort Mitchell

The Catalytic Development**Funding Corp.**

Covington

Central Bank

Florence

Say Hello

to Commercial Banking focused on you.

You can count on Civista Bank to bring creative, customized solutions and prompt answers to your business needs. As leaders active in your community, our experienced commercial bankers are focused on your company's ongoing success and the growth of the communities we call home.

Whether you want to finance a development project or business expansion, purchase new inventory or cover unexpected expenses, our primary goal is to help you achieve yours.



CIVISTA[®]
BANK

Focused on You



Member FDIC

Civista.Bank

300 Buttermilk Pike, Suite 103
Ft. Mitchell, KY 41017



Kevin Garrett
859.320.1253



David Stringer
859.320.1251



Mark Sams
812.496.0704

CENTRAL BANK & TRUST CO.

7310 Turfway Road, Suite 200
Florence, KY 41042
(859) 905-5502
centralbank.com



Jim Uebel,
Market
President,
Central Bank

A full-service community bank, Central Bank offers banking, insurance, investments and wealth management services for personal and business needs. And it's a great time to make the switch to Central as we are growing in NKY. Visit one of our convenient locations in Florence, Fort Mitchell or Crestview Hills, and coming soon to Union, to learn more.

Chase

Cincinnati

Citi

Florence

Citizens Deposit Bank

Fort Wright

Citizens Federal Savings & Loan Association

Covington

Civista Bank

Fort Mitchell

Commonwealth Bank & Trust Co.

Florence

Coppage Wealth Management

Florence

Cove Federal Credit Union

Edgewood

Eagle Financial Services Inc.

Florence

Edward Jones

Edgewood, Erlanger

Envoy Mortgage Ltd.

Crestview Hills

Fidelity Investments

Covington

Fifth Third Bank

Florence

Focus On Success

Fort Mitchell

Forcht Bank

Covington

Fourth Street Performance Partners, Inc.

Covington

FTJ Fund Choice LLC

Hebron

Guardian Savings Bank

Multiple branches

Heritage Bank

Multiple branches

Hilliard Lyons

Fort Mitchell

Huntington National Bank

Florence

Kemba Financial Credit Union

Florence

Kentucky Federal, A Division of Cincinnati Federal

Covington

Kentucky Land Title Agency Inc.

Fort Mitchell

L & N Federal Credit Union

Erlanger, Ft. Wright

Legacy Financial

Covington

MCF Advisors

Covington

MCM CPA & Advisors

Cincinnati

Merrill Lynch

Fort Mitchell

Morris & Bressler PSC

Florence

Odyssey Financial Advisors – Ameriprise Financial Services Inc.

Edgewood

OMEGA Processing Solutions LLC

Fort Thomas

Option Financial LLC

Fort Mitchell

PNC Bank

Cincinnati

Polaris Home Funding Corporation

Cold Spring

Primerica

Fort Wright

Principled Wealth Advisors LLC

Covington

72 YEARS OF SERVING KENTUCKY.



859-905-5556

Crestview Hills • Ft. Mitchell • Florence • Union

Member FDIC

centralbank.com



CENTRAL TO YOU



Heritage Bank is the largest Northern Kentucky bank that is based there; with headquarters in Erlanger; it ranks No. 12 in the region by market share and had deposits of about \$670 million.

HERITAGE BANK

1818 Florence Pike
(Home Office)
Burlington, KY 41005
(859) 586-9200
heritagebank-ky.com



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.

Union Home Mortgage Corp.

Fort Mitchell

Victory Community Bank

Fort Mitchell

Wells Fargo Advisors, LLC

Fort Mitchell

WesBanco

Newport

Wurz Financial Services

Covington ●

Information provided by Northern Kentucky Chamber of Commerce.
Not a comprehensive list.

Prosperity Financial Group

Fort Mitchell

Renaissance Investment Management

Covington

Republic Bank

Covington

Stock Yards Bank & Trust Company

Cincinnati, OH

Stockton Mortgage Corp.

Florence

U.S. Bank

Covington

EXPERIENCE *true community banking* AT ITS BEST

"Heritage Bank has thrived for 28 years now as a locally owned and operated community bank. Our independence has given us the freedom over the years to serve our community to the very best of our ability without obstacles or bureaucracy, we may be growing, but we're not going anywhere anytime soon and our values, without a doubt, are not changing."

Chris Caddell

Heritage Bank, Chairman

Contact us today!

859-586-9200

www.heritagebank-ky.com

We Have Our Roots Where Others Have Their Branches



Legal talent backs economic growth

Northern Kentucky's growing businesses get personal service with big-time experience

BY GREG PAETH

LAWYERS in the region who practice in business categories are seeing demand for their services increase in parallel with an economy growing quicker than Amazon Prime's express package delivery.

"Northern Kentucky continues to fuel economic expansion with recent key wins," said Bradley C. Arnett, a partner with Bingham Greenebaum Doll who works in the firm's office in Cincinnati, one of six BGD has in Kentucky, Indiana and Ohio.

"The firm continues to view its Cincinnati office as an important growth platform, with Northern Kentucky playing a key part in that strategy," Arnett said. "Northern Kentucky's employment growth and wage growth have been strong since the last recession, outpacing Ohio on both measures."

As evidence of Northern Kentucky's economic health, Arnett mentioned six recent business announcements: a \$19 million FEAM Aero hangar at the Cincinnati/Northern Kentucky International Airport; Amazon's \$1.5 billion investment to put its first Prime Air hub at the airport; Coca-Cola's sales and distribution facility in Erlanger; Kroger's supermarket distribution center in Florence; Maxim Crane Works in Wilder; and a Blue Grass Metals Expansion in Boone County.

The only thing holding back growth for law firms in the region at this point is the competition for qualified attorneys in those expanding business practice areas – corporate transactions such as mergers and acquisitions and capital raising activities, regulatory compliance, and data privacy and cybersecurity, Arnett said.

The Salmon P. Chase College of Law at

BINGHAM GREENEBAUM DOLL LLP

3500 National City Tower
101 South Fifth Street
Louisville, KY 40202
(502) 589-4200
bgdlegal.com

Bingham Greenebaum Doll LLP has served the legal and business needs of clients for more than a century, providing transactional, litigation, tax and government-related services to clients across a variety of industries and business sectors. The firm also provides estate planning and other services to individuals and nonprofits.



James R. Irving,
Louisville
Office
Managing
Partner



Northern Kentucky University provides both part-time (day and evening) and full-time programs of study that lead to a juris doctor (J.D.) degree, as well as joint degrees in JD/Master of Business Administration, JD/Master of Health Informatics, and JD/Master of Business Informatics.

'Furiously busy'

One of BGD's competitors for legal talent in the region is Graydon Law, which traces its history to 1871. Known for many years as Graydon, Head & Ritchey, it opened a Northern Kentucky office in 1989.

"We really want to hire people who have a little bit of experience in corporate law, in tax law, in commercial real estate transactions," said J. Stephen Smith, "and those are areas where if you're alone in an office you don't really get that kind of experience to sell to a higher bidder."

Smith, who is president-elect of the Kentucky Bar Association, was explaining that it can be difficult to acquire business practice acumen for traditional sole practitioners who don't work with a mentor or have a chance to get an opinion from a colleague on, for example, a proposed strategy.

Louisville-based Stites & Harbison PLLC, a law firm headquartered in Louisville, built a new office in Covington's RiverCenter. The waterfront building also hosts firms like the Law Office of Lisa Wells, Strauss Troy Attorneys at Law, Law Offices of Steven C. Schletker, BGD Legal Outsourcing and more.

"Business is moving. Our real estate people are furiously busy. Our tax people are furiously busy. Our corporate transaction people are busy and getting busier," said Smith, whose firm has 80 lawyers, including about a dozen in the Fort Mitchell office.

"There is a really healthy environment for general corporate acquisitions, corporate growth, international transactions, general corporate work ... When the economy's healthy, businesses invest, businesses buy buildings, they get bigger, they hire more people, they need more structure, more legal advice," said Smith. "Corporations are demanding that our firm reflects their values."

Northern Kentucky Bar Association President Carey K. Steffen, managing attorney for real estate and litigation for Gerner & Kearns, said the economy in the tri-state area is supporting the growth of the law firm in general.



This is **more** than a computer.

It's a mobile office. A bridge across time and space that brings us face to face with colleagues or clients. An aggregator of reports and results, analysis, ideas and information. Whether you have a virtual office or dozens of locations, Bingham Greenebaum Doll can effectively guide your company through every step of growth, from start-up and planning through expansion, acquisition and beyond. Because BGD is more than a law firm. We're a business partner. A repository of counsel and experience. And a constant source of business guidance for over a century. Just call **502.589.4200** or visit **BGDlegal.com** to get us on your side.

502.589.4200
BGDlegal.com

BINGHAM
GREENEBAUM
DOLL LLP **BGD**

Louisville

Lexington

Indianapolis

Jasper

Evansville

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 systems.

Gerner & Kearns has offices in Kentucky, Ohio and Indiana, but like Arnett and Smith, Steffen said it's difficult to say whether the state line means much to a client.

"In this area, it is very common for attorneys to be licensed in both Kentucky and Ohio," she said, "and more recently, I am noticing more attorneys who are becoming licensed in additional states as well, myself as an example." Steffen took the Indiana bar in 2016.

Smith agrees that it can be both tricky and beneficial to practice law on the border.

"Northern Kentucky has always been a little weird because we've got Cincinnati across the river – and Cincinnati draws a lot of water – bigger buildings, law firms with more people," he said. "Within this region, you have every court that exists in the United States with the exception of the Supreme Court. It's kind of a dense zone."

Jim Dressman, managing partner of Dressman Benzinger LaVelle, said his firm, which has deep roots in Northern Kentucky and offices in Crestview Hills, Louisville and Cincinnati, has hired six associates and added two attorneys who had been partners elsewhere in the last 18 months. With those additions, DBL now has about 45 lawyers on staff.

"Increased demand has been across the board, with a particular increase in demand for legal services in litigation, intra-family owned business disputes, negotiating and enforcing employment agreements and non-competition provisions, and in regulatory compliance investigation and enforcement activity," Dressman said.

"DBL Law has always had a significant practice representing banks and borrowers, and parties in mergers and acquisitions," he said. "The hot economy has provided plenty of work for that practice group, as well."

Staying on top of a hot economy is business as usual for firms like Cincinnati-based Keating Muething & Klekamp PLL, which prides itself on having a entrepreneurial, proactive and strategic mindset. According to its website, KMK attorneys "integrate themselves into our clients' businesses – strategizing from their point of view in order to develop sophisticated, high-value solutions that are efficient, effective, and economical."

No matter the legal needs, the attorneys of Northern Kentucky and Greater Cincinnati have all of the tools to keep the economy thriving.



**Adams, Stepner,
Woltermann & Dusing PLLC**

Covington

Barron Peck Bennie & Schlemmer

Newport

Bingham Greenebaum Doll LLP

Covington

Bonar, Bucher & Ranking PSC

Covington

Bramel & Ackley PSC

Fort Wright

Calfee, Halter & Griswold LLP

Cincinnati

Cetrulo, Mowery & Hicks

Edgewood

Cors & Bassett LLC

Cincinnati

Dinsmore & Shohl LLP

Covington

Dressman Benzinger LaVelle PSC

Crestview Hills

Fessler, Schneider & Grimme LLP

Fort Thomas

Freund, Freeze & Arnold

Fort Mitchell

Frost Brown Todd LLC

Florence

Garvey Shearer Nordstrom PSC

Fort Mitchell

Gerner & Kearns Co. LPA

Florence

Graydon Law

Fort Mitchell

Greta Hoffman & Associates

Florence

John D. Christopher Jr., Attorney at Law

Alexandria

Katz Teller

Cincinnati

Keating Muething & Klekamp PLL

Cincinnati

Kenton County Attorney

Covington

Legal Shield/ID Shield

Florence

LegalShield

Union

Nielson & Sherry PSC

Newport

Novakov & Associates PLLC

Florence

O'Hara Taylor Sloan & Cassidy

Crestview Hills

Porter Wright

Cincinnati

Raines Dusing & Sutton PLLC

Florence

Reimer Law

Newport

Reminger Co. LPA

Fort Mitchell

Richardson and Vogt PLLC

Covington

Smith Law

Covington

Rolfes Henry

Cincinnati

Stites & Harbison PLLC

Covington

Strauss Troy Co. LPA

Covington

Taft LLP

Covington

The Sanders Law Firm PSC

Covington

Thompson Hine LLP

Cincinnati

Wallace Boggs PLLC

Fort Mitchell

Weltman, Weinberg & Reis Co. LPA

Cincinnati

William E. Hesch Law Firm LLC

Cincinnati

Wolnitzek & Rowekamp, PSC

Covington

Wood & Lamping LLP

Cincinnati

Wood, Herron & Evans

Cincinnati

Ziegler & Schneider PSC

Covington ●

*Information provided by Northern Kentucky Chamber of Commerce.
This is not a comprehensive list.*

Building with brains, brawn and location

Northern Kentucky's robust manufacturers supply key global industries like aerospace, food

BY ABBY LAUB

MANUFACTURERS and site selectors look for low cost of doing business, favorable laws and regulations, a solid base of existing manufacturers, talented workforce, proprietary knowledge, prime location and logistics – in some cases shipping overseas overnight – and other factors when determining where to produce their goods. Northern Kentucky checks all the boxes, and then some.

Many powerhouse American and international manufacturers have chosen to locate in Northern Kentucky, and many more have logistics and distribution centers including Perfetti Van Melle, Mazak Corp., Safran Landing Systems, L'Oréal USA, Tyson/Hillshire Foods, The Schwan Food Co., Evenflo Feeding, Architectural Aluminum Products, Road ID, Amazon, Bosch, Citi, DHL, Mubea, Cabot Corp., Indy Honeycomb and WILD Flavors.

In 2017 and 2018 alone, the Kentucky Cabinet for Economic Development reported another \$500 million in new manufacturing investments.

And the firms already in Northern Kentucky have long-term staying power, such as Blue Grass Metals Inc. In March 2018, the 25-year-old wire forms supplier to the automotive industry expanded its Boone County operation with an investment of more than \$4 million and 15 new jobs.

And L'Oréal in April 2017 announced it would build the largest commercial solar array in Kentucky at its Florence-based manufacturing plant.

Mubea is the area's largest manufacturer, employing more than 1,300, producing heavy-duty products for lightweight construction. CEO of Mubea North America Doug Cain says the company's success is a “direct result of the hard work of our committed Northern Kentucky and tri-state employees combined with the strong and enthusiastic efforts of the entire business support network.”

Safran Landing Systems contributes heavily to the state's large and growing aerospace prowess. According to the Cabinet for Economic Development, Kentucky's aerospace exports increased 183 percent the past five years, and the state has seen a 63 percent employee increase in



Bonfiglioli USA, located in Hebron, has a high tech process for manufacturing its planetary gearboxes for mobile machinery to support the construction, mining, agricultural and forestry industries. When opened in 2014, the Hebron production was the first line of manufacturing in the U.S. for Bonfiglioli.

the private aerospace products and parts manufacturing industry since 2002.

Overall the state has a manufacturing workforce of 250,000, including more than 18,500 industry-specific workers.

Northern Kentucky's automotive sector makes a massive contribution to making the state the nation's number three vehicle builder – Kentucky is the top producer of cars, light trucks and SUVs per capita. Statewide, the sector employs nearly 95,000 people at more than 500 companies. In 2017, auto-related exports totaled \$5.5 billion.

The Northern Kentucky Chamber of Commerce understands what these numbers mean for the region and the state. Its Northern Kentucky International Trade Association hosted a seminar on Japan's influence on the Kentucky auto industry. NKITA helps members achieve international trade goals through connections with global business resources and high-impact technical programming in the region.

Meanwhile, care is taken also with industrial waste processes

in Northern Kentucky. River Metals Recycle in summer 2018 celebrated its Safety and Health Achievement Recognition Program (SHARP) certification for excellence in workplace safety. River Metals provides scrap-generating businesses a cost-effective way to market their recyclable resources.

Another priority is keeping the crucial manufacturing workforce pipeline flowing, a big job that's done in large part thanks to the training efforts of the decade-old Kentucky Federation for Advanced Manufacturing Education (KY FAME). KY FAME has a Northern Kentucky chapter that includes Boone, Campbell, Carroll, Gallatin, Grant, Kenton, Owen and Pendleton counties. KY FAME is a partnership of regional manufacturers whose purpose is to implement career pathway, apprenticeship-style educational programs that will create a pipeline of highly skilled workers. Member companies include Bosch, Mubea, Linamar, Safran, HAHN Automation, L'Oréal, Zotefoams, Steinkamp Molding, Nucor, Skilcraft, Diversified Composites, Kraus Maffei, Steinert US and Perfetti Van Melle.



Northern Kentucky is known for its automotive, food and aerospace manufacturing prowess, to name a few. According to REDI Cincinnati, there are 172,833 manufacturing industry workers within the Northern Kentucky/Cincinnati region. Manufacturers love the region because its low cost of doing business, access to world-class logistics and proximity to national and global markets.

A O Smith Corp.

Porcelain enamel coatings for appliances, water heaters and boilers
Florence

Abrapower Inc.

Abrasive coated foam
Florence

Active Radiator

Truck and industrial radiators
Dayton

Advanced Insulation Concepts Inc.

Cooler and freezer insulating panels and doors
Florence

ALM Media

Magazine & book publisher
Erlanger

Alpha Inc.

Manufacture and distribute plastic packaging for the beverage, personal care and home care industry
Florence

Analytical Solutions And Providers (ASAP)

Laboratory equipment to the forensic, chemical and petrochemical markets
Covington

Ancra International LLC

Cargo restraint strapping and other cargo containment equipment
Erlanger

Anderson Manufacturing

AR-15 Rifles
Hebron

Angstrom Technologies

Electro optical UV detectors
Florence

Aquionics Inc.

UV, water, air and surface purification systems
Erlanger

AquiSense Technologies

LED devices
Erlanger

Architectural Products Inc

Coping, gravel stop, gutter, downspout, fascia systems
Hebron

Aristech Surfaces LLC

Impact acrylic, general purpose acrylic, ABS composite sheet
Florence

Armor USA Inc.

Thermal transfer printer ribbons
Hebron

ATech Training Inc.

Automotive technology training devices
Walton

Atkins & Pearce, Inc.

Braided technical textiles
Covington

Avure Technologies

High pressure food processing
Erlanger

Baker Stamping

Tubular stamp and multi-slide parts
Wilder

Balluff

Industrial networking, object detection
Florence

BAWAC Inc.

Sub-contract, short run assembly, packaging, labeling and assembly labor
Florence

BBS Tech

Small diameter braided products
Erlanger

Beam Dental

Manufacture and ship smart toothbrushes
Erlanger

Beckman Coulter

Diagnostic tests/equipment
Florence

Bellevue Sand & Gravel Inc.

Sand and gravel
Petersburg

Benda-Lutz Corporation

Blitz® bonded metallic powder coatings, Blitz® aluminum pigments
Independence

Best Sanitizers

Hand sanitizer
Walton

Beverly International Nutrition, Inc.

Nutrition sports manufacturer
Cold Spring

Blue Grass Metals Inc.

Wire forms and metal stampings
Independence

Blue Grass Quality Meats

Deli meats
Erlanger

BOGE Rubber & Plastics USA LLC

Rubber and metal bushings, engine mounts and plastics
Hebron

Bonfiglioli USA

Speed changer, industrial high-speed drive & gear manufacturing, USA headquarters
Hebron

Boone County Distilling Co.

Bourbon, rye, and other whiskey specialties
Independence

Boone Ready Mix Inc.

Ready-mixed concrete
Burlington

Braxton Brewing

Craft beer
Covington

BWF America Inc.

Dust collector bags, liquid filter cloths, spare collector parts
Hebron

Carl Zeiss Vision Inc.

Optical lab
Hebron

Celanese

Advanced polymer technology to produce high-performance plastic materials
Florence

Cincinnati Ventilating Co. Inc.

Sheet metal fabricating
Florence

Clarion Corp. of America

Car audio, multimedia, information products
Walton

Clipay Plastic Products Company

Specialty films, extrusion coatings, custom-printing, engineered laminations
Augusta

Continental Building Products

Wallboard and joint compound materials
Silver Grove

Safran Landing Systems is the world's leading commercial and military aircraft wheel and brake components maker. The global powerhouse recently underwent a \$100 million expansion in Walton.



Wolf Steel USA Inc. in Crittenden produces high end grills, fireplaces and HVAC systems. Its international grill line, Napoleon Grills, operates more than 1 million s.f. of manufacturing space with more than 1,000 employees between Crittenden and Barrie, Ontario in Canada.

Corken Steel Products Company

Sheet metal for heating, AC and roofing
Florence

Corrosion Resistant Reinforcing

Fabricate stainless rebar
Walton

Crane Composites Inc.

Fiberglass reinforced plastic panels
Florence

Crescent Paper Tube Co.

Paper tubes, paperboard products, cores, caps
Florence

Cummins Filtration

Filtration, coolant and fuel additive technology
Walton

Desma USA, Inc.

Tooling, rubber injection molds and injection molding machines
Hebron

Diversified Structural Composites

Pultruded composite products, carbon fiber equipment
Erlanger

Dixie Dew Products Co.

Ice cream toppings
Erlanger

DURO Bag a Novolex Brand

Paper bags
Walton

Dynatec Machine Inc.

Machine shop, welding, drilling
Florence

Eagle Manufacturing Co. LLC

Machined engine components
Florence

Eaton Asphalt Paving Co. Inc.

Asphalt and paving products
Walton

Ellison Surface Technologies

Engineered thermal spray coating
Hebron

Emerson Thermography Inc.

Printed materials
Florence

Emerson's Bakery

Baked goods
Florence

Ernst Concrete

Ready-mixed concrete
Walton

ESCO Corporation

Construction attachments, mining, and conveyor products
Covington

ESTIC America Inc.

Fastening tools for auto assembly lines
Erlanger

Ethos Labs

Drug tests
Newport

Evenflo Feeding, Inc.

Infant equipment, baby care and juvenile products
West Chester

Fabritec International

Professional dry cleaning detergents, wet cleaning soaps and spotting chemicals
Florence

Fields Welding, Inc.

Structural steel fabrication, metal fabrication
Fort Wright

Fischer Special Manufacturing

Automatic screw machine products, produce specialty fasteners and inserts for the automotive industry
Cold Spring

Fives Machining Systems Inc.

Machining and assembly systems, aerospace and automotive production equipment
Hebron

Flint Group

Printing inks
Erlanger

Flottweg Separation Technology Inc

Decanter centrifuges, separators, belt presses
Independence





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.

Forge Lumber

Roof and floor trusses
Erlanger

Fortress Interlocks Inc.

Safety access and control systems
Erlanger

Fuji Autotech USA LLC

Automotive seat components
Walton

Galerie Candy & Gifts

Chocolate and specialty candy
Hebron

GameMaster

Louisville Slugger Instructional items and pitching machines
Erlanger

Gates Corporation

Belts, hose, hydraulics
Hebron

General Cable, a Company of the Prysmian Group

Copper, aluminum and fiber optic wire and cable for energy, industrial, specialty and communications markets
Highland Heights

GES Inc.

Trade show exhibits and store fixtures
Hebron

Givaudan Flavors

Fragrance and flavor
Florence

Glier's Meats, Inc.

German breakfast sausage
Covington

GorillaMaker

3D Printing
Florence

Graham Packaging

Plastic bottles
Florence

Grandpa Brands Co.

Personal care products
Erlanger

Greif Inc.

Rigid industrial packaging, steel drums
Florence

Griffin Industries

Animal rendering services
Cold Spring

Hahn Automation

Industrial equipment and technology
Hebron

Halperns' Steak & Seafood

High quality portion control beef products
Walton

HBC-radiomatic, Inc.

Radio systems for wireless control of machinery
Hebron

HDT Global

Military air conditioning, heaters, decontamination units
Florence

Henkel

Seal porosity in metal casings
Florence

Hennegan Co.

Offset printing
Florence

Hydra-Tone Chemicals Inc.

Specialty chemicals, detergents, lubricants
Hebron

Hy-Tek Integrated Systems

Material handling solutions
Hebron

Idaka America Inc.

Machines and machine parts
Hebron

Indelac Controls, Inc.

Quarter turn rotary electric actuators used for valve and damper automation
Florence

International Identification Inc.

Animal identification tags
Newport

Indy Honeycomb

Welded metallic honeycomb
Covington

International Mold Steel, Inc.

Steel for plastic & rubber molds
Florence

International Paper

Printing plant, packaging materials
Walton

Interplastic Corporation

Polyester resins used to make windmill blades
Covington

Iofina Chemical, Inc.

Select halogen specialty chemicals, iodine
Covington

J.A.C.C., Inc.

Custom machine safety guarding
Alexandria

Jack's Glass, Inc.

Home and auto glass solutions
Elsmere

Jackson Tool & Mold LLC

Tool and mold, CNC machining, machine parts
Hebron

Jero Inc.

Stub ends, butt weld pipe fittings
Florence

J-Fab LLC

Florence

Johnson Controls, Inc. - Power Solutions

Lead acid batteries
Florence

Kellogg Snacks

Keebler products
Florence

Kiswel Welding Products

Welding filler manufacturer
Florence

KOI Precast Concrete Inc.

Precast concrete products
Burlington

Kona Ice

Premium tropical shaved ice
Florence

Krauss-Maffei

Plastic fabrication
Florence

KRC Machine Tool Services

Fanuc and Siemens CNC retrofitting
Independence

Kustom Blending LLC

Blended resins and solutions for graphic arts
Walton

Lally Pipe & Tube

Structural & limited service steel pipe

Liberty Plastics Molding Corp Inc.

Plastic injection molds, molding & prototypes
Bellevue

Linamar

Automotive parts and components
Florence

Lingo Manufacturing Co.

Custom permanent point-of-purchase displays
Florence

Linkology

Security systems for parking garages
Newport

LOGOMAT Automation Systems Inc.

LOGOMAT Pallet transfer systems
Hebron

Lohmann Corporation

Specialty adhesive tapes, precision die-cuts
Hebron

L'Oreal USA-Florence Manufacturing

Hair care products
Florence

LSI

Menu boards
Florence

Lyons Magnus

Flavorings and juices
Walton

MACH III Clutch Inc

Clutches and brakes, combination air set clutch/spring set brakes and mechanical friction torque limiters
Walton

Magni Industries Inc.

Corrosion resistant coatings
Independence

Mauer USA

Injection molded caps and closures for personal care products
Hebron

Mazak Corporation

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

Meggitt Polymers & Composites

Composite engine and aerostructure components
Erlanger

Meritor

Automotive, Inc.

Axle, brake and suspension solutions
Florence

Meyer Tool Inc.

Precision aircraft parts
Erlanger

Metal Solutions Design & Fabrication LLC

DOT certified metal containers for nuclear waste & other hazardous products
Dayton

Mila International Inc.

Surgical devices for pets
Florence

Mubea Inc.

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

Mubea Precision Springs Inc.

Transmission springs and hose clamps
Florence

National Band & Tag Co.

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

New Riff Distilling LLC

Craft distillery
Newport

Newly Weds Foods Inc.

Cracker and bread crumbs, batter mixes
Erlanger



With its parent company located in Paris, France, L'Oréal USA has a multi-million manufacturing operation in Florence where it made waves last year by announcing it would build the state's largest commercial solar array. The 686,000 s.f. plant, where haircare products are made for the Garnier, L'Oréal Paris, Matrix, and Redken brands, is the company's largest manufacturing site in the U.S. and its largest worldwide by tonnage of products produced.

Nor-Com Inc.

Communications systems and A/V integrator
Hebron

North American Stainless L.P.

Steel
Ghent

Novolex

Paper products
Florence

Nucor Steel Gallatin

Hot band coils
Ghent

Obara Corporation USA

Resistance welding equipment
Erlanger

Pamarco Global Graphics

Cylinder bases for printing and converting industries
Walton

Paul Michels & Sons Inc.

Asphalt paving compounds
Hebron

Pepsico

Snacks, foods and beverages
Erlanger

Perfetti van Melle

Airheads candy
Erlanger

P L Marketing Inc.

Kroger corporate branding products
Newport

PG LifeLink

Isolated power system design and manufacturer
Erlanger

Post Glover

Power resistors
Erlanger

Pratt Target Container Inc.

Corrugated "point of purchase" displays
Walton

Prestress Services Industries LLC

Precast & prestressed concrete products
Florence

Purestream Inc.

Sewage treatment equipment
Walton

R & R Design & Manufacturing

Conveyor & automation systems
Florence

R.A. Jones & Co.

Packaging machinery
Covington

Reis Concrete Products Inc

Ready-mixed concrete & precast septic tank; hauling
Alexandria

River Metals Recycling LLC

Scrap recycling
Fort Mitchell

Road ID

Road ID Bracelets
Fort Mitchell

Robert Bosch Automotive

Steering columns
Florence

Romi Machine Tools Ltd.

Industrial lathes, machine tools
Erlanger

Ronan Engineering Co.

Measuring equipment, radiation gauges and measuring instruments
Florence

Rotek Inc.

Roller bearings, slewing rings—large diameter
Florence

Round Paper Packages Inc.

Fiber cans, tubes and converted paper products
Erlanger

Safran Landing Systems

Carbon brakes for airplanes
Walton

F.N. Sheppard & Co. Inc.

Specialty belting
Erlanger

Sherwood Midwest LLC

Bedding, mattresses
Walton

Skilcraft

Surgical products, surgical device production, contract medical device manufacturing
Burlington

A.O. Smith Co.

Water heaters, boilers and storage tanks
Florence

Smyrna Ready Mix

Ready-mixed concrete
Wilder

Southern Graphic Systems

Packaging artwork production
Florence

SpecTape Inc.

Pressure sensitive tape
Erlanger

Starrag USA Inc.

Machine tools for milling, turning, boring and grinding
Hebron

Steinert US

Dry magnetic drum separator and sensor sorting solutions
Walton

Steinhauser Inc.

Packaging, pressure sensitive labels
Newport

Steinkamp Molding L.P.

3-D rubber/metal & plastic injection molds, blow molds, foam molds
Erlanger

Sterling Cut Glass

Contracts with the PGA Tour
Erlanger

Sterling Ventures LLC

Limestone mine, crushed stone
Verona

Stewart Iron Works

Ornamental iron fencing and gates
Erlanger

Studio Vertu

Italian marble products
Newport

Summit Fire Apparatus Inc.

Custom metal, aluminum and steel fabricating; welding and fire truck bodies
Edgewood

SWECO

Customized industrial separation equipment
Florence

Target Marketing Inc.

Publish foldout & map booklets
Florence

TeeSpring Inc.

Custom tee shirts
Hebron

Tente

Casters for hospital beds
Hebron

Thompson Enamel Inc.

Powdered glass colors
Bellevue



Approximately 600 people work for Tyson/Hillshire Foods in Alexandria, where the brand produces some of its most popular products like Lit'l Smokies.

TMK IPSCO Tubulars Kentucky Inc.

Steel pipes for oil and gas industry
Wilder

TOPAS Advanced Polymers, Inc.

World's leading maker of cyclic olefin copolymer
Florence

Total Display Solutions LLC

Re-manufactures LCD panels for computer video displays and television LCD panes
Erlanger

Toyota Boshoku America

Automotive interior systems
Erlanger

Trivaco

Specialty valves, actuators, actuation controls
Hebron

Tressa Inc.

Professional hair products
Erlanger

Trophy Awards Manufacturing Inc.

Awards, crystal awards, acrylic awards, trophies, plaques, corporate awards, gifts, promotional items
Wilder

Tyson/Hillshire Brands

Meat, primarily cocktail weenies
Alexandria

Paul Tuemler
L.P. Gas Inc.

Propane gas service
Walton

The Schwan Food Company

Red Baron Pizza
Florence

US Playing Card Company

Playing cards
Erlanger

Valcom Enterprises Inc.

Custom commercial interior and exterior metal, and drywall partitions
Wilder

ViaCord

Umbilical cord preservation
Hebron

W B Jones Spring Co. Inc.

Compression, extension and torsion springs
Wilder

W J Baker Co.

Metal stampings and tubular spacers
Wilder

The Waddington Group

High-quality plastic, disposable cups, plates, cutlery, serving ware
Covington

Wagstaff

Capital equipment for molton aluminum industry
Hebron

Wild Flavors

Flavor technology
Erlanger

Wilder Hot Mix Asphalt Plant

Hot mix asphalt paving mixture, construction services
Wilder

Willow Ridge Plastics, Inc.

Oxobiodegradable additives for plastics
Erlanger

Wolf Steel USA Inc.

High end fireplaces, grills, HVAC
Crittenden

Zenith Motors

Electric shuttle and cargo vans
Wilder

ZF Boge Elastmetall

Transmissions, steering systems, axles
Hebron

Zotefoams, Inc.

Cross-linked block foams, world leader
Walton

The C.W. Zumbiel Company

Packaging
Hebron

Source: Northern Kentucky Tri-ED and Northern Kentucky Chamber of Commerce. This list may not be exhaustive.



With almost a cult-like following, Glier's Meats popular goetta is a German breakfast sausage that has been produced in Covington since 1946. Part of the company's success is due to its very tasty product, but also its creation of a local culture around the product, including a full-blown festival called Glier's Goettafest.

Invested in neighborhood, lower costs

Regional utilities providers push energy innovation, sustainability and user involvement

BY RUSS BROWN

KENTUCKY is shifting to clean, renewable energy sources, and Northern Kentucky is at the forefront of that movement, thanks to efforts by Duke Energy Kentucky and Owen Electric, the major electrical energy suppliers in the region.

Andrew Melnykovych, public information officer for the Kentucky Public Service Commission, says the numerous changes and updates taking place are noticeable for the commission, and “utilities are deploying more technology – or want to – so all of that has to be reviewed before we let them make those investments.”

Kentucky is below the national average for overall electrical rates, Melnykovych said, because the majority of its power is still generated by coal-fired plants that are economically efficient. As for natural gas, a PSC news release in November 2018 noted Kentucky residents who heat their homes with gas will see even lower prices this winter than they did a year ago.

Natural gas prices have fallen, on average, 13 percent from a year ago and are 64 percent below their level 10 years ago.

Duke Energy is expanding its natural gas infrastructure and recently built three solar power facilities in Kenton and Grant counties as part of its strategy to add more renewable power. The solar sites now generate enough power for 1,500 Northern Kentucky homes.

“Today, coal is still the primary fuel source in the region,” said Chuck Sessions, vice president of government affairs for Duke. “But I believe this will slowly change as customers want lower-carbon options. We’re investing in a cleaner generation like renewables and natural gas. We’re leading the industry toward a safe, secure and responsible energy future, and we’re proud to have the Northern Kentucky region be a central piece of that legacy.”

Duke is investing also to improve security, enhance reliability, reduce outages and provide customers with more information, Sessions said.

With 7.6 million customers in six states, Duke – headquartered in Charlotte, N.C. – is one of the largest energy holding companies in the U.S. It has 850,000 natural gas and electric customers in Ohio and Kentucky.



Duke Energy is also active in community environmental initiatives with its Urban Revitalization program, which in 2018 awarded \$276,600 to 16 projects across Northern Kentucky and Cincinnati to aid in clean water, clean air and conversation. They included grants to Thomas More University in Crestview Hills for water quality research and East Row Garden Club in Newport for its tree revitalization program. Since its launch in 2011, the Urban Revitalization program has issued \$2.2 million in grants to 65 projects.

Owen Electric, which was founded in 1937 and is now part of Touchstone Energy Cooperatives, provides power to 61,000 homes and businesses in nine counties. It sources most of its power from landfill gas plants, and it has gotten involved in the solar energy market with East Kentucky Power Cooperative (EKPC).

Bavarian Waste Services in Walton has worked with EKPC to create the state’s biggest landfill energy producer in terms of megawatts generated, enough to power 2,700 homes. Bavarian provides dumpster rentals, waste hauling and disposal services to the Northern Kentucky and Greater Cincinnati area.

A fifth-generation family-owned and operated company, Bavarian joined forces with EKPC in 2003 to become the first landfill in Kentucky to convert its landfill gas into electricity.

Bavarian has recycling programs for customers involving wood, ferrous metal and asphalt shingles. According to Doug Bramer, business development manager for Bavarian, the company strategy is to remain aggressive repurposing waste.

“We remain dedicated and are currently seeking even more efficient options for the landfill gas to further reduce the emissions,” Bramer said.

Duke Energy is ramping up its solar game, as it opened a new facility in early 2018 in Walton.

The non-profit Northern Kentucky Water District provides water to 300,000 customers in Campbell and Kenton counties, along with portions of Boone, Grant and Pendleton counties.

Its 312-square-mile service area includes 1,296 miles of main. The utility operates three water treatment plants.

Utilities providers like Cincinnati Bell and Spectrum, are two of the 20-plus communications providers in the Cincinnati/Northern Kentucky region. The variety of services offers healthy competition and excellent service.

The region is a major node on the national ultra high-speed internet backbone and is ringed with fiber optics, the infrastructure that enables this region to be one of the world’s most wired communities.

Bavarian Waste

Walton – bavarianwaste.com

Duke Energy

Cincinnati

Rumpke Of Kentucky

Butler

Sanitation District No. 1

Fort Wright

Owen Electric Cooperative, Inc.

Owenton

Best Way Disposal

Burlington

Northern Kentucky Water District

Erlanger

Stand Energy Corp.

Cincinnati

Smartwatt Energy Inc

West Chester, OH ●

Information provided by Northern Kentucky Chamber of Commerce

Diverse market, diverse services

Northern Kentucky's back-end operators keep the economy growing

BY ABBY LAUB

BUSINESS services needs are different for every field, and for entrepreneurs and innovators in Northern Kentucky this can be as innovative as streamlining advanced technology or as (seemingly) simple as handling sanitation in a sustainable manner.

For a region chock full of world-class manufacturers, builders, job creators and logistical providers, responsible waste disposal may not be as glamorous as streamlining technology on the cloud, but it's arguably more important when a region growing at lightning speeds needs to do so responsibly.

Enter Bavarian Waste, a fifth-generation family-owned and operated waste management company, based in Walton, Ky.

"Of all the services offered by Bavarian, the most significant benefit to the Northern Kentucky region is the responsible disposal of waste at our Subtitle D Contained Landfill located just south of Florence off Interstate 75," said Bavarian's General Manager Dominic Brueggemann. "The close proximity of our landfill to the source of waste generation lowers the operating cost of all waste collectors who utilize our landfill and ultimately benefits the entire community."

Brueggemann said the company employs modern technology combined with honest business practices to offer the best value for our customers. Bavarian uses state-of-the-art GPS technology in landfill operations, renewable energy created from the collection of landfill gas, and onsite wellfield management.

"Our efforts to operate an efficient business are further substantiated by the fact that we were the first landfill in Kentucky to



produce energy from waste," he said, adding that "a large portion of our clientele are associated with the expansive development in the residential housing market."

Meanwhile, the housing, manufacturing, health care, food and beverage, tourism and other sectors also rely on local business services providers like Covington-based Prolocity for its cloud solutions. Prolocity, which also has a Cincinnati office, is a national Salesforce partner.

Another technologically advanced solutions supplier is Covington-based C-Forward, which provides companies in Northern Kentucky and elsewhere managed services, IT services and cyber security.

C-Forward President Brian Ruschman said the firm attacks cyber security with tried and true anti-virus software, anti-malware, precautions at the firewall level and utilizes new tactics with training clients' staff to be more aware of spamming and targeted phishing efforts.

With an office in Covington and eight others around the nation, TiER1 Performance works with major clients around the nation including Cincinnati-based Procter & Gamble and Kroger to help corporations improve overall performance.

For some, simply getting a business off the ground is the objective. For UpTech, located in Covington's "Innovation Alley," good ideas can take flight. UpTech is an accelerator for data-driven informatics startups and is a partner in the Kentucky Innovation Network. Kentucky Innovation Network's Northern Kentucky office has been leading the way for startups and small businesses since 2001 and is one of 12 operations across in the state.

Bavarian Waste manages the needs of regional manufacturers and home builders through sustainable sanitation and waste management using innovative GPS technology to create renewable energy and manage landfills.

UpTech also has support from Northern Kentucky University's informatics program as well as many industry giants like St. Elizabeth Healthcare.

Innovation Alley was officially designated by the Covington Board of Commissioners in 2016 and is located on Sixth Street and Pike streets. The buildings have been rehabilitated and repurposed to house startups, tech companies, and incubators, such as bioLOGIC, Bexion Pharmaceuticals and UpTech.

Bexion was founded in 2006 and is developing innovative cures for cancer.

Less than a mile away in Covington's RiverCenter is CTI Clinical Trial & Consulting. In 2017 CTI moved to Covington from Blue Ash, Ohio. CTI's specialty is growing and advancing the products of its pharmaceutical and biotech partners for approvals by the FDA or other regulators.

CTI moved across the river from Ohio for many reasons, one of which is RiverCenter's accommodating atmosphere. Company officials cite great amenities for employees, including restaurants in walkable distance, some even in the building.

Food is big business, and that's why one Covington caterer is helping others get into the game. The Delish Dish – run by chef Mavis Linnemann-Clark in Covington – was named the 2018

BAVARIAN TRUCKING

12764 McCoy's Ford Road
Walton, KY 41094
(859) 485-4416
bavarianwaste.com



Jim Brueggemann,
President,
Bavarian
Trucking

Family owned and operated business dedicated to serving God and Country with local roots dating back to 1901. Five generations of experience in the Northern Kentucky Tri-State area allow us to offer the best value for waste disposal services, industrial waste hauling, and roll-off dumpster rentals. True to traditional values while embracing modern technology to best serve our customers.

Covington-based Kickstart Kitchen is a food business incubator that helps newcomers gain a foothold in a competitive industry.

Kentucky Woman Owned Small Business of the Year by the U.S. Small Business Administration in April 2018.

Linnemann-Clark opened The Delish Dish in 2012 and in 2017 created Kickstart Kitchen. It's an incubator kitchen in Covington to help launch or grow food manufacturers and entrepreneurs by providing commercial kitchen space, storage and business planning services.

"We currently have 10 tenants and several who have graduated from the kitchen and moved on their own restaurants or kitchen spaces," said Linnemann-Clark. "We're so proud when our tenant companies are able to incubate out. We collaborate with local nonprofits such as the NKU Small Business Development Center and SCORE Cincinnati to provide our tenants with complimentary business planning and mentoring services."

Commercial kitchen space is very limited in most cities, so Kickstart Kitchen has been "awesome for those who need to launch or grow their businesses here in Northern Kentucky," she said.



The success of Delish Dish gives Kickstart Kitchen clients a firsthand glimpse into what it takes to run a successful food business.

Northern Kentucky is known for businesses that focus on detail and client experiences. A prime example is Crestview Hills-based Waltz Business Solutions. The 125-year-old company began as a typewriter repair center and now helps clients in everything from "document creation to document destruction."

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.

Another longtime business is Fort Wright-based VonLehman CPA & Advisory Firm. Since 1946 it has deftly guided businesses, nonprofits and governmental entities through ever-changing terrain. 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.

No matter the business, Northern Kentucky's service providers are guaranteed to have hands on attention. ●



Dedicated to Serving God and Country

- ☐ Waste Removal and Disposal Services
- ☐ Rolloff Dumpster Rentals
- ☐ Special Waste Hauling and Disposal
- ☐ Construction and Demolition Hauling and Disposal

859-485-4416

www.bavarianwaste.com



A Family-Owned and Operated Waste Management Company
Dedicated to Serving God and Country
Five Generations Strong
Located off I-75 in Northern Kentucky



Subtitle D Landfill
Boasting the Largest
Landfill-Gas-To-Energy Plant
in the State of Kentucky

At Bavarian
"Disposal is Never a Waste"

Spending money, investing love

Corporations that call the region home continue to grow business infrastructure

BY ABBY LAUB

PER capita, the Northern Kentucky, including Greater Cincinnati, region is home to more Fortune 500 headquarters than New York, Chicago or Los Angeles. The metro area including seven Northern Kentucky counties is home to nine regulars on the list on the north side of the Ohio River. Five additional near or sometimes members in Kentucky account for \$10 billion in annual revenues.

Regardless of the numbers they achieve or what list they're on, headquarters in Northern Kentucky are also known for their commitment to bettering their local communities, and have staying power over many generations.

An example is the company that produces goetta, a well-loved German breakfast sausage that is wildly popular in the region. Glier's Meats has operated in Covington since 1946 and is a testament to Northern Kentucky's economic vitality, Germanic roots and passion for all things local.

Other corporate giants who are deeply invested in the local community include Covington-based developer Corporex and CTI Clinical Trial & Consulting. These and many more innovative companies not only choose to run their businesses in Northern Kentucky but are passionate about improving the quality of life for their employees and other residents, alike. They are launching charitable foundations and attracting great new talent by showing off the region and offering competitive salaries.

In spring 2018, Gov. Matt Bevin joined local officials and executives from Maxim Crane Works LP, the nation's largest crane rental and lifting services provider, to open a \$4.71 million office that consolidates the company's operations into Kentucky and is creating 100 full-time jobs.

Maxim has operated in Kentucky for 80 years, and Bevin called the newest



investment a "further commitment to the commonwealth." The new 17,000-s.f. office brings Maxim's operations and leadership functions together in Campbell County, where the company has maintained a regional headquarters since 1937. Maxim bases about 400 cranes in Wilder for quick deployment to customers across the eastern United States.

Many of Northern Kentucky's other headquarters are based in the logistics, manufacturing and food sectors thanks to its location in the heart of the Eastern U.S., including proximity to a top international airport that Amazon Prime Air chose for its first hub.

Indy Honeycomb 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 the 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.

And Kenton County is the producer of Airheads, the candy produced by Perfetti Van Melle. The Netherlands-based confectioner has its U.S. headquarters in Erlanger.

The region's headquarters are sprinkled throughout rural and suburban areas as well as downtown Cincinnati and just across the river on the Southbank.

Above: Mazak Corp. is in the top 20 employers of Northern Kentucky and Greater Cincinnati. The global machine tool leader, established in 1919, employs 650 people with its North American headquarters in Florence.

Below: Skilcraft Sheet Metal Inc. in Burlington is a manufacturer of precision aerospace sheet metal.



Road ID, a company that creates identification products to help first responders identify people in case of an emergency, recently relocated its headquarters to a renovated historic building in Covington thanks to economic development incentives. Boosting preservation of Northern Kentucky's urban core, the new office is in a renovated building near the Duveneck Square development.

Road ID Owner Edward Wimmer said his company was drawn to the "energy and excitement that is alive in Covington." Road ID invested \$2 million in renovations to repair and restore the historic downtown property equating to a total investment of \$4 million.



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.

- 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.
- 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.
- Bowlton 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
- Johnson Controls Inc.
- Kanefusa USA, INC.
- Kellogg Snacks
- Krauss-Maffei Corp
- KRC Machine Tool Services
- Larger Than Life, Incorporated
- LeanCor LLC
- Legion Logistics, LLC

Balluff Inc. is represented worldwide in more than 60 countries or regions and has its North American headquarters in Florence. The branch was established in 1985 and is both a production site and a sales location. The final assembly of magnetostrictive linear position sensors (BTL) for the North American market is carried out here. And, the location with its large warehouse, is the distribution center for North and Central America.

- 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
- Maxim Crane Works LP
- 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
- Promveo
- 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
- Steinhäuser 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
- Thelen Associates Inc.
- 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
- Toyota Motor Engineering & Manufacturing North America Inc. (TEMA)
- 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 ●

Source: Northern Kentucky Tri-ED and Northern Kentucky Chamber of Commerce. This list may not be exhaustive.

Visitor friendly environment

Asset-rich region adds bourbon B-Line and will expand NKY convention center

BY KATHIE STAMPS

If you need any evidence that a collaborative mindset in the attractions, tourism and conventions landscape is working, let the numbers do the talking.

Travel and tourism in Northern Kentucky generated \$3.334 billion of the entire commonwealth's \$15 billion in economic impact in 2017, according to Kentucky's Department of Tourism. A separate report, commissioned by meetNKY, Cincinnati USA Convention and Visitors Bureau, and the Cincinnati USA Regional Tourism Network, showed that 26.6 million visitors spent an eye-popping \$5.3 billion in the 15-county Northern Kentucky and Cincinnati region, supporting 80,000 jobs and generating \$1.2 billion in tax revenue.

Attraction-goers in each county and those coming to the broader area from 50 to 500 miles in any direction travel freely back and forth across the Ohio River with their tourism dollars. Eric Summe, president and CEO of meetNKY, is pleased with the continued upward trend in tourism.

"These results reflect our dedication to collaborating on promoting this unique place where North and South converge,"



he said, "where bourbon and beer connect, and our merging of Midwest ingenuity and Southern hospitality."

In August 2018, in concert with the Northern Kentucky Convention Center, meetNKY began a market analysis of the expansion of the 20-year-old facility on Covington's riverfront just several miles from the Cincinnati/Northern Kentucky International Airport.

"We are beginning to study what the market forecast is, for what we do in terms of conventions," Summe said. meetNKY signed a consultant, CSL International of Minneapolis, to look at the current performance of groups and conventions at the convention center, and what the emerging market segments might be.

"One of the segments is faith-based," Summe said. "It goes back to last year with the success of the Creation Museum and Ark Encounter. They generated a key interest in faith groups."

Founded in 2014, New Riff Distilling in Newport is a leader in Northern Kentucky's seismic growth in the bourbon world. New Riff crafts a range of whiskeys – Bourbon, Rye, and eventually Malted Rye and a host of specialty recipes – as well as Kentucky Wild Gin and also uses its all new facility to host dozens of events throughout the year. New Riff is on the all-new B-Line trail.

In August 2018, in concert with the Northern Kentucky Convention Center, meetNKY began a market analysis of the expansion of the 20-year-old facility on Covington's riverfront. The convention center is a key contributor to the region's eye-popping 26.6 million visitors in 2017.

Located in Petersburg, west of the Cincinnati/Northern Kentucky International Airport, the Creation Museum has welcomed 3.6 million guests since opening in 2007. Attendance has nearly doubled since its sister experience, a 510-foot-long ark on 800 acres, opened off I-75 in Williamstown in 2016. The Creation Museum and Ark Encounter are operated by Answers in Genesis.

By summer of 2019, the Ark Encounter is adding a new multipurpose facility with a 2,500-seat auditorium and 36,000-s.f. basement with classrooms, a new children's play area, and the Ararat Ridge Zoo will double in size. More than 90 percent of visitors to both faith-based attractions come from outside Kentucky, Ohio and Indiana.

Studying how best to expand

Hotel supply is another aspect of the feasibility study for CSL (Conventions, Sports and Leisure) International. More than 1,400 area hotel rooms are under



New Riff Distilling photo

**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.

construction or in development to meet the demand of the growing number of visitors.

The size of the Northern Kentucky Convention Center in downtown Covington is another factor in whether large groups choose the area for conventions and meetings. Built in 1998, the 204,000-s.f. convention center opened the following year and has hosted 2,500 events generating \$1 billion in economic impact. In late 2018, the state-owned facility was the venue for the Ohio Designer Craftsmen's Winterfair and the Council of State Governments' national conference.

The Learning Center at the convention center opened March 31, creating a state-of-the-art 400-seat auditorium in a portion of existing space.

"It's been a very good facility, but there is a need to look at what we need the

center to be, to be competitive," Summe said. "The destination market is a very competitive business."

After the market study with CSL, there will be a funding study and then a design phase, all of which are expected to be complete by first quarter 2019.

In preparation for expanding the convention center, local county governments implemented a 1 percent local lodging tax rate increase earmarked for a development fund. It was approved unanimously in 2017 by the three fiscal courts in Boone, Campbell and Kenton counties, with the increase expected to generate \$1.2 million to \$1.5 million annually toward the capital plan for expansion of the convention center. Even with the lodging tax at 12.36 percent, Northern Kentucky's tax is significantly lower than Cincinnati's 17.5 percent.

Many new attractions are already online in Northern Kentucky, and more are on the way.

"The SkyWheel is still on track," Summe said of the giant Ferris wheel proposed to be located at Newport on

Officials at meetNKY are working hard to cater to religious tourism in new ways thanks to massive growth in the sector because of the Creation Museum in Petersburg, pictured, and the Ark Encounter in Williamstown. The Creation Museum has welcomed nearly 4 million guests since opening in 2007.

the Levee, between Newport Aquarium and Mitchell's Fish Market. "The City of Newport has advised us they will begin work in the construction season of 2019."

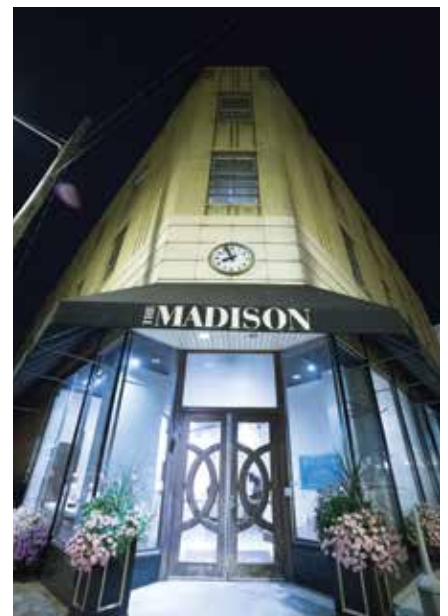
Catering to the Kentucky bourbon audience, The B-Line project spearheaded by meetNKY was almost a year in



Below: The Greater Cincinnati region boasts plentiful opportunities for tourism staples like zoos, aquariums and restaurants – and also interesting oddities like the American Sign Museum in Cincinnati. The experience includes quirky exhibits and historical pieces to take visitors through American sign history, beginning with the fancy goldleaf glass signs of the early 1900s.



Liz Dufour, Enquirer Media photo



Above: The award-winning Madison Event Center in Covington offers a glimpse into history and a premiere event experience in the former Woolworth's building. It is owned by Northern Kentucky based Salyers Group, a family-owned company that is also responsible for the iconic Donna Salyers Fabulous Furs and Fabulous Bridal in Covington.

development – “from the first idea that we needed to add a splash more Kentucky into Northern Kentucky,” said Julie Kirkpatrick, vice president of sales and marketing for meetNKY. Patrons download a Line Guide from findyoursippingpoint.com and collect stamps in their guide when they visit participating distilleries, bars and/or restaurants.

“The B-Line celebrates the bourbon heritage we have in our region, especially since this was the port from which most of the bourbon made its journey ‘down the river’ before Prohibition. It is also a celebration of the true B-Line or Bourbon Line, which is the Ohio River,” Kirkpatrick said. “Once a visitor crosses the river (south), they have arrived into the state where 95 percent of the country’s bourbon is made and they can enjoy a first sip of Kentucky bourbon and a warm welcome to the commonwealth.”

A B-Line advisory committee has representatives from the three Kentucky Bourbon Trail craft distilleries (Boone County Distilling, New Riff and Old Pogue Distillery), as well as from B-Line bars, restaurants and local hotels.

“We plan to leverage the idea that beer and bourbon are natural connection points where our river connects the North and South,” said Linda Antus, president/CEO Cincinnati USA Regional Tourism Network. Formed in 2005 by the CVBs from Northern Kentucky and Cincinnati, RTN is a destination marketing organization promoting leisure tourism.

Alias Imaging photo



She is pleased, Antus said, to have so many tourism attractions in the region to promote plus tours to undertake on foot and driving, even by water with BB Riverboats, that help people see everything.

“Tours are so important to cultural tourism,” she said. “They let you see first-hand what you’re famous for. Tours and sightseeing have realized a wonderful resurgence here.”

Visitors and event/conference travelers will likely run out of time well before running out of things to do when visiting the region.

Since 1979, the family-owned BB Riverboats have guided passengers on scenic tours and excursions through the region on its fleet of riverboats, including the flagship Belle of Cincinnati. The company docks its fleet at Newport’s Riverboat Row.

ATTRACTIONS

Ark Encounter

Williamstown

BB Riverboats

Newport

Behringer-Crawford Museum

Covington

Big Bone Lick State Park

Union

Blue Licks Battlefield State Park

Carlisle

Braxton Brewing Co.

Covington

The Carnegie

Covington

Creation Museum

Petersburg

Devou Park

Covington

Donna Salyers’ Fabulous Furs

Covington

Hofbrauhaus Newport

Newport

Kentucky Speedway

Sparta

MainStrasse Village

Covington

New Riff Distilling

Newport

Newport Aquarium

Newport

Newport Gangster Tour

Newport

Newport on the Levee

Newport

Northern Kentucky

Back Roads Wine Trail

Camp Springs

Purple People Bridge

Newport

Riverside Food Tours

Covington

Roebling Murals, Covington

Covington

St. Mary’s Cathedral Basilica

of the Assumption

Covington

Turfway Park

Florence

Vent Haven Museum

Fort Mitchell

Walt’s Hitching Post

Fort Mitchell

World Peace Bell

Newport ●

This is not a comprehensive list.



CincinnatiUSA.com photo

Newport on the Levee is Northern Kentucky’s premiere entertainment destination and includes everything from restaurants and bars to family attractions and access to the Purple People Bridge for an easy walk across the river to Cincinnati. A planned permanent SkyWheel is in the works. The Levee is under new ownership and new changes are planned.

'Destination 360'

Region actively building engaging experiences for all levels of arts enthusiasts

BY KATHIE STAMPS

NORTHERN Kentucky is an area steeped in Germanic culture, from the storybook look and feel of Covington's MainStrasse Village to the rich detail in the German stained-glass windows at the stunning Cathedral Basilica of the Assumption.

One of the most awe-inspiring works of art in all of Northern Kentucky is the gothic architecture of the church itself. Construction of St. Mary's Cathedral in Kenton County began in 1894 and included the gradual installation of 82 stained-glass windows crafted by a company in Munich, Germany, and installed over a period of a dozen years, ending just after WWI.

Promoting the basilica and the rest of the region's arts and culture scene brings great food and art, interesting history, and illustrious and passionate people.

In the 1920s, the Cincinnati Institute of Fine Arts, a nonprofit now known as ArtsWave, began promoting the arts on both sides of the Ohio River, in Cincinnati and Northern Kentucky. A recent partnership between ArtsWave and Cincinnati USA Regional Tourism Network (RTN) involved a three-year, \$1.2 million cultural tourism marketing campaign.

The promotion of arts and culture under the umbrella of tourism has succeeded in bringing in \$116 million in

Cincinnati Arts Association photo



new revenues for the region, according to Smith Travel Research and Tourism Economics, a division of Oxford Economics. While the peak travel season for leisure tourists is May through August, ArtsWave marketing efforts have focused on the "shoulder travel" season of September through December by targeting travelers within 500 miles of Cincinnati and Northern Kentucky to visit and take part in cultural arts experiences in the fall.

"In the past several years we've watched our arts and culture sector (of tourism) have a demand growth of three percent," said Linda Antus, president and CEO of RTN.

Holiday-based exhibits and performances at galleries, theaters and other arts venues are a big draw for tourists to the area in November and December. In other months of the

Northern Kentuckians enjoy artistic amenities not only in their own towns but also in iconic venues just across the river; like the downtown Cincinnati Aronoff Center – better known as The Aronoff. Designed by internationally renowned architect Cesar Pelli, the center is home to three versatile performance spaces and delights visitors with everything from ballet to standup comedy.

"In the past several years we've watched our arts and culture sector (of tourism) have a demand growth of three percent."

—Linda Antus, President and CEO, Cincinnati USA Regional Tourism Network

year, organizations come up with ways to refresh people's appreciation for artistic and cultural talent in the area. The Kentucky Department of Tourism announced a culinary tourism initiative

Stephen Enzweiler photo



Left: 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.

Right: Mere minutes away from Newport, the Cincinnati Art Museum located in the scenic hilltop Eden Park features a diverse, encyclopedic art collection of more than 67,000 works spanning 6,000 years.



Right: German food and beverages are a staple of Northern Kentucky culture, and Hofbrauhaus in Newport, modeled on the 400-plus-year-old original in Munich, is an authentic German restaurant brewpub that attracts visitors from all over the region for a taste of this strong cultural heritage.

in May called Better in the Bluegrass along the newly created Kentucky State Parks Culinary Trail. It highlights local recipes and ingredients, and the signature meal for the Northern Kentucky River Region featured an entrée of goetta – a meat and grain sausage of German origins – along with tomato pie, potato cakes and transparent pie, served at Blue Licks Battlefield State Park in Carlisle.

Easier to see the region

Eric Summe, president/CEO of meetNKY, cites new modes of transportation such as electric scooters and bikes for rent, and the

new GEST golf cart service, as changing the landscape to make it easier for people to experience cultural destinations.



2019 Festivals

February

- Big Cheese Festival, Fairfield, Ohio
- Cincinnati Home & Garden Show, Duke Energy Convention Center
- Cincy Beerfest, Duke Energy Convention Center

March

- Bockfest, Bockfest Hall in Cincinnati
- Cincinnati International Wine Festival, Duke Energy Convention Center
- Mardi Gras for Homeless Children, Northern Kentucky Convention Center
- Universal Energy Expo, Northern Kentucky Convention Center

May

- Bunbury Music Festival, Sawyer Point
- NKY International Festival, Northern Kentucky Convention Center
- Taste of Cincinnati, Fifth Street

June

- Cincinnati Juneteenth Festival, Eden Park
- Country Fest, Alexandria
- Italianfest, Newport
- SummerFair, Coney Island Amusement Park
- Taste of Newport, downtown Newport

July

- Bacon, Bourbon & Brew Festival, Newport Riverfront
- Cincinnati Music Festival, Paul Brown Stadium

August

- Glier's Goettafest, Newport on the Levee
- Great Inland Seafood Festival, Newport
- Ohio River Paddlefest, Cincinnati

September

- Cincinnati Comic Expo, Duke Energy Convention Center
- Oktoberfest-Zinzinnati, downtown Cincinnati
- Riverfest, Newport Riverfront

October

- BLINK Illuminated, Covington and Cincinnati
- Burlington Fall Antique Show, Burlington
- Roebbing Reserve Bourbon Festival and Conference, Covington and Newport
- Walton Craft Show, Walton

November

- Cincideutsch Christkindlmarkt, Fountain Square, Cincinnati
- Winterfair, Northern Kentucky Convention Center

December

- Christmas Saengerfest, Over-the-Rhine
- Cincinnati Reds' Redsfest, Duke Energy Convention Center
- Covington Winter Night Bazaar, Roebbing Point

Glier's Goettafest happens in August at Newport on the Levee.

"It all adds up to river cities transforming, becoming urban-centric," Summe said.

GEST is an acronym for "green easy safe transportation." The Cincinnati-based business provides free rides in golf carts for residents and tourists in downtown Cincinnati, Covington and Newport. Local business advertising on the carts funds operations.

Established in 2003, Renaissance Covington is a 501(c)(3) nonprofit focused on revitalizing the urban core of Covington by embracing local culture, historic preservation, independent businesses and creativity. The city is a certified Creative District by the Kentucky Arts Council and is accredited with both the Kentucky and National Main Street Programs. Renaissance Covington won a 2017 Great America Main Street award.

Because creativity and technology often work hand in hand, Renaissance Covington partnered with Cincinnati Bell in summer 2018 to bring downtown Covington free public wi-fi to encourages walkability while helping community members and shopkeepers to stay connected.

Renaissance Covington's flagship program is the Covington Farmers Market, featuring vendors of local goods and foods, live music and local beer and spirits. The market goes year-round in 2019. Local artists and crafters hold an outdoor Covington Night Bazaar on Shop Small Saturday (Thanksgiving weekend), and Renaissance Covington launched a monthly Pike Street Stroll in 2018 for outdoor arts gallery showing and shopping.

And of course access to more arts is as easy as hopping across the river to places like Aronoff Center for the Arts. The Cincinnati Arts Association's 2018-19 season includes such Broadway hits



Right: On 6th Street in Covington is a colorful view thanks to the BLDG curated "Around the Corner" murals by artist Faile. The pieces were completed in 2014, and are just some of the works that create color and vibrancy on the landscape of Northern Kentucky's urban core.

Below: The Purple People Bridge is one of the nine crossings of the Ohio River at Cincinnati, but it's arguably the most fun – and the most purple. The Newport Southbank Bridge, popularly known as the Purple People Bridge, is a pedestrian-only bridge that stretches 2,670 feet (one-half of a mile) across the Ohio River, connecting Newport, Ky, to downtown Cincinnati and to trails along the river in both states. It also hosts events like the weekly Party on the Purple festivals in the warmer months.



Travis Brandner photo



Southbank Partners photo

as "Charlie and the Chocolate Factory," the 20th anniversary tour of "Rent," "Fiddler on the Roof" and the blockbuster "Hamilton."

Cincinnati Museum Center at Union Terminal, a 1933 Art Deco train station, has undergone a two-year \$224 million renovation. Structural and aesthetic restorations to the iconic building included its inhabitants: Cincinnati History Museum, Duke Energy Children's

Museum, Museum of Natural History and Science, and Omnimax Theater.

Union Terminal "is an iconic building that houses multiple experiences. It is important for architectural and performance and cultural reasons," Antus said. "There are all kinds of relevant exhibitions. They've worked at creating interaction. They really get you involved."

Year-round throughout Northern Kentucky and Cincinnati, locals and visitors can experience the fine arts, performance and visual arts, and the culture of the region.

"The definition of cultural tourism is embracing and connecting a lot of opportunistic categories," Antus said. "We are presenting opportunities for people who are outside of our 50-mile loop to come and enjoy our region for arts and culture, and to take a look at the renaissance that has gone on. I love to call it Destination 360." ●



Mikki Schaffner photo

Above: The Covington-based Carnegie Center is home to a gallery, education center and theater, showcasing popular performances like "Chicago." The Carnegie Center is the largest and only multidisciplinary arts venue in Northern Kentucky, with The Carnegie Galleries, the Eva G. Farris Education Center and the Otto M. Budig Theatre housed together under our landmark dome.



Karen Eiting photo

Above: The Baker Hunt Art and Cultural Center in Covington offers classes in drawing, painting, photography, ceramics, quilting, dance and yoga for children and adults, serving more than 3,500 students from the tri-state area, annually. In operation for more than 90 years, the center has 40 courses and workshops.

Left: 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



An athletic market segment

Pro teams and picturesque parks make sports a healthy part of the region's economy



BY RUSS BROWN

NORTHERN Kentucky officials and business owners realize the region loves sports, and meetNKY President/CEO Eric Summe says the athletic amenities in Kentucky and its nextdoor neighbor in Cincinnati create a perfect atmosphere for fans and players alike.

Multiple professional sports plus recreational leagues and ample park space mean sports play a role in everyday life and contribute to the economy in a big way – even if it's a hiker or golfer grabbing lunch after a morning in the great outdoors that beckon just a short drive from the urban core or a team hosting a tournament and filling hotel rooms.

"In our world we focus on market segments," Summe said, "and sports is one of our biggest segments. Being part of the Greater Cincinnati Metro area gives us

a lot of advantages for amateur sports. We do a good job of knowing we're unique and leveraging this part of the state with the advantages of Greater Cincinnati."

BB&T Arena on Northern Kentucky University's campus played host to the KHSAA Girls' Sweet Sixteen basketball championship the past three years, and the region has facilities for baseball, softball, soccer and volleyball. The Northern Kentucky Convention Center

Sports are a major driver of Northern Kentucky's economy – with exciting things happening on both sides of the Ohio River: FCC, the Fútbol Club of Cincinnati, debuted in 2016 and is slated to get an all-new \$250 million stadium in the West End Neighborhood of Cincinnati. When completed, the West End Stadium will meet all current requirements to host CONCACAF and FIFA events, featuring top national teams from around the world, including the U.S. Men's and Women's National Teams. Additionally, the facility will be a desirable destination for international club teams to play in during North American tours and friendlies.

in Covington hosts cheer and dance competitions, and Turfway Park in Florence thrills horse racing fans.

Recreational trail

When it comes to outdoor recreation, the biggest ongoing project at the moment is the Southbank Partners Riverfront Commons Trail, an 11.5-mile uninterrupted walking, running and hiking trail. When completed, it will connect all of Northern Kentucky's six riverfront cities – Ludlow, Covington, Newport, Bellevue, Dayton and Fort Thomas.

Federal transportation grants totaling \$1.5 million recently awarded by the Ohio-Kentucky-Indiana Regional Council of Governments (OKI) to Covington and Dayton will provide the funding needed to complete half the trail. The new section in Covington will connect to a section of Riverfront Commons that was completed in 2017.

"In our world we focus on market segments, and sports is one of our biggest segments."

—Eric Summe, President and CEO, meetNKY

The confluence of the Licking and Ohio rivers offers respite for paddlers within easy reach of other entertainment.

Allen Meyer photo, courtesy meetNKY



Right: Devou Park in Ludlow features a single track mountain bike trail that's only minutes from the urban core.

"When completed, the new trail section in Covington will allow bikers and hikers to travel next to the Ohio River on the entire northern edge of that city without having to deal or interact with automobile traffic or other obstacles," said Jack Moreland, president of Southbank Partners.

"Slowly but surely, Riverfront Commons is coming together," Covington City Manager David Johnston added. "It's a big, complex project with lots of pieces and lots of hurdles, but when it's finished it will be a stunning project that links the river cities, provides a lot of recreation opportunities and serves as both a physical and symbolic gathering place for residents and visitors alike."

Parks, adventure, leagues

The Covington Parks and Recreation Department offers a variety of aquatics, athletics and recreation activities, as well as supporting a growing parks system including the iconic 703-acre Devou Park. Centerpiece of the park is the new Ludlow Connector Trail that features an overlook with panoramic views of the Cincinnati skyline and the Ohio River Valley. It will eventually connect to the Riverfront Commons Trail.

Elsewhere in the region, Greenbo Lake State Report Park has 26 trails totaling 33 miles with colorful names like Full Monty, Pig's Tale and Goat Path.

Big Bone Lick State Park in Union features trails that run through woodlands, grasslands, woody savanna, the salt-sulfur springs and a bison viewing area. And Boone County Cliffs State Nature Preserve, with 74 acres of old-growth forest and cliff formations, has 14 miles of trails.

Boone County Parks & Recreation provides nearly two dozen parks for

outdoor enthusiasts who want to fish, play disc golf, horseshoes or bocce ball.

For college sports fans, NKU has 17 teams. Its men's and women's basketball teams compete in the Horizon League and play their home games in BB&T Arena.

Professional sports galore

If pro sports are a passion, Northern Kentucky provides easy access to Cincinnati Reds and Cincinnati Bengals games, FC Cincinnati of the United Soccer League and the Cincinnati

Above: Turfway Park in Florence is a popular Thoroughbred racing track that opened in 1959.

Cyclones professional hockey team. The John A. Roebling Suspension Bridge is a popular walkway to the Cincinnati side baseball and football stadiums.

Northern Kentucky also is a base for NASCAR fans attending races at the Kentucky Speedway in Sparta.

When the speedway is busy, or the Bengals or Reds are playing, Summe said, "there's not a hotel room to be found in our area."

Fans of baseball and football can stay and park in Northern Kentucky and then simply walk across the Ohio River to take in the game. ●

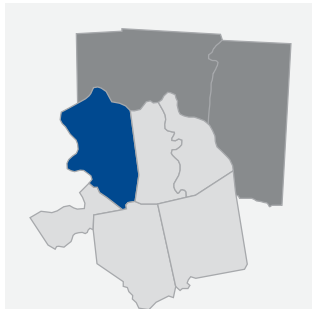
Left: Located on the banks of the Ohio River, Great American Ball Park in Cincinnati is home field for Major League Baseball's Cincinnati Reds. It opened in 2003, replacing Cinergy Field, their home field from 1970 to 2002.

Matthew K. Moye photo



Leigh Taylor photo





Estimated 2019 population:
136,757

Households: 45,649

Median household income:
\$69,165

Chamber of Commerce:
Northern Kentucky Chamber of
Commerce, nkychamber.com

County Seat: Burlington;
Florence Mayor Diane E. Whalen,
florence-ky.gov

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

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

Big investments, big business, unique experiences

BOONE, Campbell and Kenton counties have cooperated on the funding, construction and governance of a new regional communications system. Expected to be implemented in early 2019, the \$25 million digital system will improve safety and service by eliminating dead spots and allowing first responders to communicate inside buildings.

Boone County has a new countywide comprehensive transportation plan that identified projects to improve safety, reduce congestion and facilitate future growth and development. Traffic is going to get easier when the conventional diamond interchange at Mt. Zion Road (KY 536) and Richwood Road (KY 338) will be replaced by a double crossover diamond. The I-71/I-75 improvement project is set to begin in 2019 and be completed by 2021 by the Kentucky Transportation Cabinet with a \$67.5 million INFRA grant.

Also, a regional STEAM education center opens in fall 2019 for students in grades 9 to 12. Teacher clusters will stay with the same student cohort year to year. Located at the Roebbling Innovation Center in Erlanger, Ignite Institute will eventually expand to include all grades.

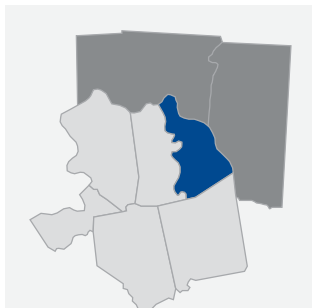
In Florence, a Kroger distribution center opened in late 2017 and invested \$18 million in 2018 to add 250 full-time associates and upgrade technology as it expands its e-commerce and digital services at the facility.

Boone County is an experience-lover's dream, with attractions like Big Bone Lick State Historic Site, Boone Links Golf Course, Florence Family Aquatic Center and the Creation Museum. The \$27 million Creation Museum in Petersburg sees upwards of 8,000 visitors a day; this past year the venue experienced a 20 percent increase in visitors via motor coach tours. ● — Kathie Stamps



CVG is working on a more direct route to the terminal from the access road to Interstate 275. The new road is part of a \$165 million project to reshape the airport's main entrance, which also includes a rental car service hub by end of 2021.

CAMPBELL COUNTY



Estimated 2019 population:
92,732

Households: 35,954

Median household income:
\$56,772

Chamber of Commerce:
Northern Kentucky Chamber of
Commerce, nkychamber.com

County Seats: Alexandria, Mayor
Andrew Schabell, alexandriaky.org;
and Newport, Mayor Jerry Peluso,
newportky.gov

Judge-Executive: Steve Pendery,
campbellcountyky.org

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

Infrastructure, innovative education, shopping galore

CAMPBELL County's long-anticipated Route 9 extension project in Newport, a 1.4-mile road with two lanes in each direction, opened in October 2018, completing a multiyear \$45 million project. It created a long-sought four-lane link between I-275 in Wilder, Ky., and downtown Cincinnati, opening a large swath of land for development and redevelopment in Newport and Wilder along the Licking River.

In Highland Heights, a new \$105 million Health Innovation Center opened in late 2018 at Northern Kentucky University. Near the NKU campus, ground was broken for a 65,000-s.f. medical office building thanks to a collaborative effort among St. Elizabeth Healthcare, the City of Highland Heights, Campbell County, NKU, OrthoCincy and developer Fairmount Properties. The medical building is the first phase of a Town Center mixed-use project that will soon include restaurants, retail space, a hotel and apartments.

In Bellevue, one of the largest adaptive re-use projects in Northern Kentucky's urban core is taking place with the \$10 million Kent Lofts, a project turning the Kent Industrial Warehouse building into 60 upscale loft-style housing units. Bellevue is just a mile and a half away from the vibrant Newport on the Levee with its shops, restaurants and nightspots.

Residents and businesses throughout Campbell County enjoy proximity to the Ohio River. Big business also calls the county home, including General Cable's headquarters. ● — Kathie Stamps



Northern Kentucky University is always busy making great strides into the future in Campbell County's Highland Heights.

Home of Kentucky Speedway, big on hospitality

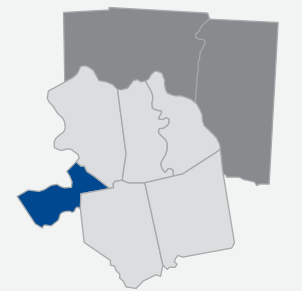


Gallatin County's largest attraction, Kentucky Speedway in Sparta will remain the title sponsor of the NASCAR Quaker State 400 through 2022.

LOCATED on the banks of the Ohio River, across from the Indiana side of the river, Gallatin County is the smallest Kentucky county in area (99 square miles), but has plenty of Southern hospitality to go around and a strong work ethic. Gallatin County's largest employer is Dorman Products, employing 650 at its warehouse and distribution center in Warsaw. The Kentucky company recently tied for the Manufacturer of the Year award in the category of large

businesses, presented by the Kentucky Association of Manufacturers.

The largest tourist attraction in Gallatin County is Kentucky Speedway in Sparta. In July 2018, Walmart became the presenting sponsor of the Quaker State 400 at Kentucky's premier motorsports venue. Quaker State announced the previous year that it intends to remain the title sponsor of the NASCAR Quaker State 400 through 2022. — Kathie Stamps



Estimated 2019 population: 8,813

Households: 2,962

Median household income: \$51,180

Chamber of Commerce: Gallatin County Chamber of Commerce, gallatincountkykychamber.org

County Seat: Warsaw, Mayor Charles French, cityofwarsawky.org

Judge-Executive: Jon Morris, gallatincountyky.gov

Economic Development Authority: Kentucky I-71 Connected, kentuckyi71connected.com

GRANT COUNTY

Former 'gas and go' stop is now a tourist destination

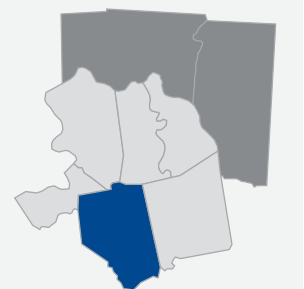


Wolf Steel in Crittenden employs 124 people in the United States, 85 of whom are in Grant County making high end Napoleon grills.

COMMUNITY events, easy access to large cities, a lower cost of living compared to surrounding areas, and neighbors who care about one another make Grant County attractive to residents and business owners. With its accessibility to I-75 and U.S. 25 and by rail, the county has attracted more than 2 million visitors in two years to the Ark Encounter in Williamstown. The attraction is Grant County's third-largest employer,

with approximately 500 full-time and seasonal employees, following Grant County Schools/Williamstown Schools with 937 employees and Dana Corp. with 530.

The Williamstown Marina continues to attract locals and out-of-towners to Lake Williamstown. Williamstown Splash Park opened in August on Waterworks Road. Ground was broken in July 2018 for a hotel in Dry Ridge, the first of three hotels expected to come to the area. Three months earlier, a ribbon-cutting ceremony was held for Duke Energy Solar Farm in Dry Ridge. MGP of Atchison, Kan., spent \$1.8 million to convert the Performance Pipe Building in Williamstown into a whiskey warehouse. The Grant Co. Chamber of Commerce spearheaded Market on Main, a seasonal market for local produce, crafts and entertainers in downtown Williamstown and Dry Ridge. And in July 2018, 273 athletes competed in the Grant County Triathlon, an Olympic qualifying event. — Kathie Stamps



Estimated 2019 population: 24,786

Households: 8,327

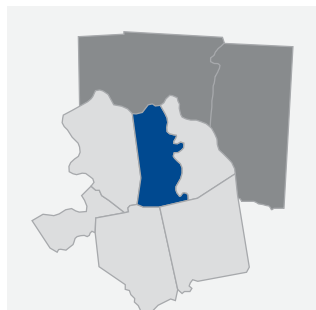
Median household income: \$44,191

Chamber of Commerce: Grant County Chamber of Commerce and Economic Development, grantcommerce.com

County Seat: Williamstown, Mayor Rick Skinner, wtownky.org

Judge-Executive: Chuck Dills II, grantcountyky.gov

Economic Development Authority: Grant County Chamber of Commerce and Economic Development; grantcommerce.com



Estimated 2019 population:
168,511

Households: 62,746

Median household income:
\$56,568

Chamber of Commerce:
Northern Kentucky Chamber of
Commerce, nkychamber.com

County Seats: Covington,
Mayor Joseph U. Meyer,
covingtonky.gov; Independence,
Mayor Chris Reinersman,
cityofindependence.org

Judge-Executive: Kris
Knochelmann, kentoncounty.org

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

Celebrating urban living while protecting nature

KENTON County has diversity of land and living choices, from the urban county seat Covington, directly across the Ohio River from Cincinnati's downtown, to the rural country living of Piner. The Kenton County Conservation District recently added acreage to the Morning View Heritage Area Site, continuing the process of protecting natural areas.

Covington's urban core, the corridor between the MainStrasse neighborhood and Roebling Point, is home to Braxton Brewing, which now distributes its craft beers from Nashville to Columbus. Tech companies also are wending their way to Kenton County.

Technology and healthcare come together in Covington, with CTI Clinical Trial & Consulting Services relocating its headquarters and operations to Covington in 2017 from Blue Ash, Ohio. And Bexion Pharmaceuticals is making national news with its innovative biologic BXQ-350 to treat rare brain and solid tumors.

Coca-Cola Bottling Co. Consolidated is investing \$30 million and creating 430 full-time jobs for a new 300,000-s.f. sales and distribution facility in Erlanger, expected to be open in late summer.

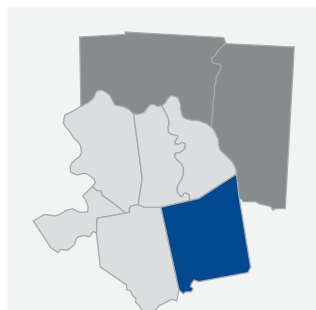
And finally, Site Selection magazine awarded a 2018 Mac Conway "Award for Excellence in Economic Development," to Northern Kentucky Tri-ED. Founded in 1987, Tri-ED is one of 15 economic development groups, out of 5,000 across the country, to be honored with this award. ●

— Kathie Stamps



In June 2018, the family owned and operated WellFit opened its doors in Covington. After living in the city for 10 years, owner Heidi Cummings said they opened after watching all of the "great growth and development and changes" in the city.

PENDLETON COUNTY



Estimated 2019 population:
14,122

Households: 5,296

Median household income:
\$49,766

Chamber of Commerce:
Pendleton County Chamber of
Commerce, pendletoncountyky.gov/chamberofcommerce

County Seat: Falmouth,
Mayor Ron Stinson,
cityoffalmouth.com

Judge-Executive: David Fields,
pendletoncountyky.gov

**Economic Development
Authority:** Pendleton County
Industrial Authority

Appreciation for the outdoors and business

PENDLETON County is located between Lexington and Cincinnati, in a picturesque area where the Main and Licking rivers meet. Business owners are involved with both an active Chamber of Commerce and the Pendleton County Tourism Council.

The Kentucky Wool Festival has been held in Falmouth every October since 1983, near the entrance to Kincaid Lake State Park. The state park has 84 camping sites in open woodland settings, along with

fishing and boating on Kincaid Lake, hiking, tennis, miniature golf and other outdoor activities.

Rose Hill Farm Winery in Butler produces award-winning white and red wines from grapes grown in its own four-acre vineyard. A few miles north, Faith Acres Farm in Butler offers local produce, eggs, honey, provided by bees on the premises, and maple syrup that's tapped from trees on the farm. ● — Kathie Stamps



The campsite at Kincaid Lake State Park in Falmouth is one example of Pendleton County's scenic opportunities that also include Rose Hill Farm Winery.

Kentucky Department of Parks photo

International business, pro sports, culture galore

Michael Zhou photo

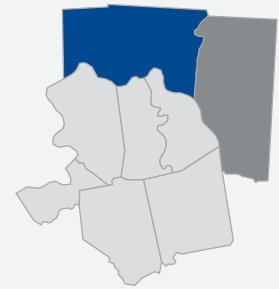


Cincinnati's Asian Food Fest, held every year in May, features authentic food from almost all countries in Asia including Vietnam in the picturesque Washington Park.

HAMILTON County is ready for business – and it's spelled REDI, as in the Regional Economic Development Initiative Cincinnati. REDI works with relocating and growing companies within a 15-county region in Southwest Ohio, Northern Kentucky and Southeast Indiana. Nine Fortune 500 companies make their headquarters in Cincinnati: AK Steel, American Financial Group, Cincinnati Financial, Cintas, Fifth Third, Macy's, Procter & Gamble, Western & Southern Financial Group and the Kroger Company. Cincinnati native Barney Kroger founded a company in 1883 that has grown to be the largest traditional grocer in the United States with annual sales in excess of \$122 billion.

Hamilton County is also known for healthcare, mostly notably its children's hospital. According to *U.S. News and World Report*, Cincinnati Children's Hospital Medical Center ranks No. 2 in the country (up from third place for the past seven years) among all Honor Roll hospitals, and received a dual No. 1 ranking for its pediatric specialties of cancer and gastroenterology/GI surgery care. In late 2018, researchers at Children's Hospital and the University of Cincinnati were awarded a \$577,200 career development grant from the Department of Defense for a specific pediatric brain tumor study.

The county seat of Hamilton County is Cincinnati, the 25th largest metropolitan area in the country. As of 2019, the Queen City has four professional sports teams, as Major League Soccer awarded one of its three expansion teams to Cincinnati. Futbol Club Cincinnati (FC Cincinnati) begins league play in March 2019. Fine arts and tourist attractions abound, including the Cincinnati Symphony Orchestra, the renovated 140-year-old Music Hall, the Cincinnati Museum Center at Union Terminal and the National Underground Railroad Freedom Center. ● — *Kathie Stamps*



Estimated 2019 population:
813,822

Households: 335,907

Median household income:
\$53,229

Chamber of Commerce:
Cincinnati USA Regional Chamber,
cincinnati-chamber.com

County Seat: Cincinnati, Mayor
John Cranley, cincinnati-oh.gov

County Commissioners:
Denise Driehaus, Todd Portune,
Stephanie Dumas

Municipal Court Judge:
Bernie Bouchard,
hamiltoncountycourts.org

Economic Development: Regional
Economic Development Initiative
Cincinnati, REDICincinnati.com

CLERMONT COUNTY, OHIO

Rich quality of life, easy urban access

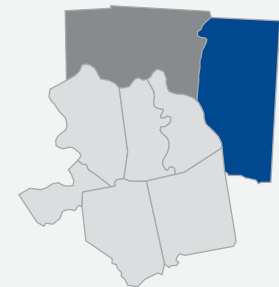


Clermont County is a peaceful and thriving community with a diverse economy and plenty of small-town summer festivals, sporting events and concerts within easy reach of downtown Cincinnati.

brewing companies in the Ohio cities of Loveland, Milford and Williamsburg, a boutique winery and vineyard in Bethel, and historical houses and museums to tour throughout the county, including Ulysses S. Grant's Birthplace & Museum, honoring the 18th president's place of birth in Point Pleasant.

Community members and tourists alike enjoy fall festivals, summer fests and holiday events. In late 2018, Batavia Village hosted the "Battle Ohio" leg of the Flag Football World Championship Tour. ● — *Kathie Stamps*

A 30-minute drive along the Ohio River due east from downtown Cincinnati, Clermont County is part of the Cincinnati metro area but offers a slower pace of life. In terms of employment, the top 10 companies in the county represent a diverse list of industries such as freight logistics, computer programming, insurance, credit card processing, manufacturing, health care and automotive dealerships. There are



Estimated 2019 population:
204,214

Households: 75,236

Median household income:
\$61,265

Chamber of Commerce:
Clermont Chamber of Commerce,
clermontchamber.com

County Seat: Batavia Village, Mayor
John Q. Thebout, bataviavillage.org

County Commissioners:
Claire Corcoran, David Painter,
Edwin Humphrey

Municipal Court Judge:
Jason E. Nagel, municipal.
clermontcountyohio.gov

Economic Development Authority: Clermont County
CIC, Inc.

NORTHERN KENTUCKY REAL ESTATE

OPPORTUNITIES

RESIDENTIAL • OFFICE • LAND • MIXED-USE



ON THE RIVERFRONT

Corporex offers a wide variety of real estate opportunities in Northern Kentucky: office space of 1,000 to 300,000 square feet for lease; 16 luxury condominiums for the discerning home buyer at The Ascent at Roebling's Bridge; 250 acres of land available at CirclePort Business Park near the airport; and a 30-acre mixed-use development concept at Ovation in Newport, which could include residential, retail and office space, as well as hotel, theatre, marina, and structured parking.



NEAR CINCINNATI/NORTHERN KENTUCKY INTERNATIONAL AIRPORT

Atlantic Corporate Center – located in CirclePort just minutes from the airport

For over 53 years, the Corporex family of companies has developed, owned and operated institutional quality assets in markets throughout the United States. With a development portfolio of over 25 million square feet of Class A commercial, residential, and recreational real estate, the company remains one of the leading privately held, vertically-integrated owner/operators of commercial real estate in the nation. Headquartered in Covington, Kentucky, Corporex is proud to be part of the history and growth of Northern Kentucky.

To learn more about our opportunities
859.292.5503 www.corporex.com

Corporex